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APR 29 '18

ESTABLISHED 1874
The Crockery and Glass Journal,
(Weekly)
92 WEST BROADWAY, ROOM 57
WHITTEMORE & JAQUES,
INC.

Subscription, $2.00 per annum
Canada, $3.00 " "
Foreign, $4.50 " "

New York, April 26 8 *191*

Mr. P. L. Windsor,

% University Of Illinois Library.

Urbana Ill.

Dear Sir;-

Replying to yours of April 23d, we wish to state that we do not issue indexes.

Yours very truly,

GW:PJP

Whittemore & Jaques

Noted
JM

REMOTE STORAGE

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 4, 1918.

CONDITION OF TRADE.

New York

Trade has been very quiet this week—just as was expected. Many heads of houses, taking advantage of conditions, and knowing there would not be much animation in business, left town early in the week, intending to stay over until Monday. Buyers, as a matter of course, largely remained at home. It is hoped and expected that right after this week there will be an improvement. The end of last week brought more business than was looked for. Mail orders were very encouraging, and from now on prospects are expected to brighten.

Arrivals of English goods in June were smaller than they have been for a long time. Shipments had been so regular and frequent that the importers were feeling they could almost count on receiving their wares on time. The reason given for the non-arrivals is that the ships were sent west as quickly as possible to reload with troops and supplies. The fact that vessels came up the bay with their water-line marks high out of water was mute evidence that they had little or no cargo aboard.

The French importers never look for arrivals of ware. When the goods come they are thankful. The shipments generally arrive in bunches. Nothing will come in for a week, two weeks, or a month, and then there will be a shipfull.

The Japanese importers have been getting a large quantity of goods, and they have been gratefully received, as the demand is great.

The potters are still getting plenty of business, and have been making some good shipments, particularly in the West, where there is less trouble about the embargoes than in the East. The main point of congestion for the East is at Pittsburgh, just as it has been all along. The yards at that point are none too big for ordinary traffic, and with a plethora of merchandise headed for the Atlantic coast it is impossible to keep the tracks open.

The glass makers are busy on most lines, but there is some hesitancy in certain quarters about ordering, owing to a fear of high prices. The recent big advance in lighting glassware has had a very depressing effect, and business has fallen off tremendously. The New York agents complain that there is a limit to what people will pay, and they feel that lighting glass has reached its limit. The general ware men also find that the high prices of table goods has made a difference. In their case substitution has helped. That is to say, people who formerly bought goblets are now buying tumblers, and so on down the line.

Retail trade in and around New York is quiet. In the smaller places of the country business is about normal for the season. The big cities everywhere complain. In the South the good times continue, and trade is excellent. Seaside and country resorts report a slow

demand. The cold weather hereabouts has kept many people at home; but a change to ordinary summer temperature will speedily change all that.

East Liverpool and Vicinity

New business is fairly active with the pottery manufacturers of this district, and many buyers who have been here have anticipated their future requirements as far in advance as next January and February. Transportation shows some relief from congestion, although at times it is difficult to get stocks moved Eastward through regular channels.

Pittsburgh and Vicinity

Current business is slow, although large orders are on file for future delivery. Essential items are in heaviest demand—packers' goods and food containers generally having the greatest call. Very little demand exists for fancy wares.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	15	231	$111.05
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	9	272	105.37
Edward Boote	95	975	638.70
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.	22	968	333.52
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	485	221.25
Strobel & Wilken Co			6,939.82
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	46	997	440.61
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	947	274.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	66	236	332 90
U. S. Glass Co.	76	1038	574.25
C. Dorflinger & Sons	18	148	111.76
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	45	587	333.50
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	40	52	179.00
Ko Kozai		58	14.50
Theo. Haviland	22	36	100.30
L. Straus & Sons	833	1164	$3,762.56
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	287	469	1,552.25
B. Illfelder & Co.	1	37	13.40
Empire China Works.	71	851	508.11
B. Strasburger	46	444	302.27
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	54	1017	478 09
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	46	341	277.38
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	196	5636	2,224.33
Geo. Borgfeldt & Co.	1209	1642	5,452.03
Wm. H. Plummer & Co.	8	114	61.86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	25	96	149.00
Vogt & Dose	1	218	58.65
S. Birens		6	1.50
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90 29
M. & M. Bloom		662	165.50
Bryce Bros	70	275	418 75
Handel Co	35	25	147.17
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	57	100	262.69
Rich & Fisher		199	44.75
Paul A. Straub & Co.		64	16.00
Hugh C. Edmiston	80	49	345.85
C. H. & E. S. Goldberg	15	100	87.55
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85

The drive among the employees of L. Straus & Sons on Friday, June 28th, realized $1,380.88.

TRADE CONDITIONS IN THE WEST.

ARRIVING on Monday from a trip which embraced a number of the larger Western cities, James J. Temple, New York representative of L. Bernardaud & Co., says he found, as a rule, that business was somewhat disorganized owing to labor conditions. Many salespeople, clerks, and other workers had gone into war service, and there was difficulty in replacing them. Everyone was more or less engaged in war charities, or selling bonds and stamps, and their minds were not much inclined towards merchandising. In the department stores the china departments were holding their own with the others, and he booked good business. There was quite a good call for French china, and he could have done very much more had he been able to guarantee the filling of orders.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The present season will hang up a new record for the non-production of new items. The featuring of only those staple goods for which a steady demand prevails seems to be the general rule among the manufacturers. The trade is not anxious to load up stocks, although buying requirements in fair volume from time to time. The general demand for glassware leans strongly to quick-selling items of general utility.

Manufacturing coopers in this district announce another advance in the price of barrels and other packages.

At the anuual meeting of the American Flint Glassworkers' Union in Toledo, O., this week every effort was made to have Bellaire, O., named as the 1919 convention city. A glass bell was distributed as a souvenir among the delegates as a part of their boosting programme.

The annual meeting of the Association of American Flint and Lime Glass Mfrs. will be held in the Marlborough-Blenheim, Atlantic City, July 22. On July 25 will occur the annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware. The annual wage conference with the workers is coincident with these meetings.

Forces in the mold shops of the different glass plants are the lowest ever known, and is one reason why no new items are being placed on the market.

Harry Kelly, formerly representing the United States Glass Co. in St. Louis, but now with the Monongah Glass Co., spent a few days here last week visiting former friends.

W. H. Smith, who has been traveling the South for the United States Glass Co., has been taken from the road and transferred to the manufacturing department, where his factory experience will be of great value at present.

Buyers of glassware and pottery in Cincinnati, Louisville, Memphis and other lower Ohio River points can save twenty-five per cent on freight charges by specifying that shipments be forwarded by river. On glass and pottery, depending upon the character of ware under which shipments are classified, the new rail and river rates from Pittsburgh to Cincinnati are as follows:

Class	1	2	3	4	5	6	Rule 25	Rule 26
New rail rate per 100 lbs.	66½	56½	44½	33	23	19	48	35½
River rate	53	45	35½	26½	18½	15	38½	28½

Traffic managers of glass factories in this district have been instructed by some large lower Ohio River jobbers and department store buyers to ship by river since the new rail rates became effective.

Samuel R. Frazier, salesman for the United States Glass Co., who took such an active part in the sale of War Saving Stamps last week, is responsible the following:

Count that day lost
Whose low-descending sun
Sees sale of no Thrift Stamps
To keep the Kaiser on the run.

Glass stand oil lamps are in very active demand, and it is possible that present selling lists will be changed to meet the increased cost of manufacturing.

Sales of common tumblers, even at the new advanced lists, continue strong, and future business now on file is heavy. Wholesale grocers are among the most liberal buyers of jelly tumblers this season.

Local jobbers of glassware report an active demand from the country trade for mixed lots. Food containers and tumblers are wanted the most.

No decision can be reached by the officials of the Superior Glass Mfg. Co., Martins Ferry, O., with ref-

erence to the rebuilding of its burned plant until the insurance is adjusted. This it is expected will be settled within a few days.

AT CHICAGO.

THERE is some speculation as to the effect which the new three-cent railroad rate will have on the visitation of buyers to market centers like this city. Some of the factory representatives believe that fewer trips will be made. Their own increased expenses when traveling are also being considered. They would not mind these so much if they were seeing a corresponding increase in the volume of business, but on account of the curtailment of production at the factories they are doing less actual business than they were when traveling expenses were less.

* *

Albert Pick, of Albert Pick & Co., is giving a good deal of attention to the plan being worked out by manufacturers and jobbers of hotel ware which has for its purpose the elimination of non-essential items in this line Some good work has already been accomplished, but there are a large number of manufacturers who have not yet expressed their views on the matter. The Fuel Administration is said to be favorable to the plan, and the jobbers believe that if they can cut out the non-essential items they will get better deliveries of goods and be in a better position to supply customers.

*

Charles Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., who never overlooks an opportunity to visit his farm near Jackson, Mich., went there over the Fourth of July.

* *

Newman, Kramer & Schwartz, manufacturers of lamps at 533 S. Wabash avenue, have discontinued business.

* *

H. S. Clarke, representative of Graham & Zenger, importers, New York, was in the city last week.

* *

The summer furniture exposition will open this week, and a large number of buyers are expected in the city. While the buyers are here to look at furniture lines primarily, they are also big buyers of lamps and premium goods.

* *

Frank McAnulty, of the McAnulty Co., has rereturned to the city after spending a couple of weeks in the northern part of Minnesota.

* *

Phillip Cohen, buyer of china, glassware and housefurnishings for Hillman's, having more room at his disposal, owing to alterations recently made on the floor, has made some additions to the line of glassware handled by the company, which was previously very small. The rumor persists that Hillman's will move to the building formerly occupied by Siegel, Cooper & Co. Only a small portion of it will be used by the Government as a warehouse. The lease of Hillman's upon the premises now occupied will not expire for a few years, but it is thought that one of the other State street stores, which is known to covet the Hillman location, might take this over.

* *

F. H. Hallgren, of the hotel department of Albert Pick & Co., is receiving the congratulations of his friends over the arrival at his home last week of a very small Red Cross nurse. "They are all either Pershing's Crusaders or Red Crossers these days," said Mr. Hallgren, "and I got a Red Crosser."

*

Walter B. Andrews says he will have to forego his vacation this summer on account of press of business. He usually goes to Owen Lake, Wis., for two weeks' fishing.

* *

G. Merrett has been appointed buyer of china, glassware, toys and housefurnishings for Loren, Miller & Co., succeeding E. B. Tibbetts. The latter, by the way, now buyer for the T. S. Martin Co., Sioux City, Ia., was here last week, and says he is much pleased with his new connection.

* *

Will Lawrence, of the Killian Co., Cedar Rapids, Ia., and Burt Day, of the Cook-Laurance Crockery Co., same city, were in Chicago last week on their way East.

TRADE-MARK REGISTRATION ABROAD.

THE apparent increase in the number of unauthorized applications for the registration of American trade-marks abroad calls for an emphatic reminder of the necessity of early registration of valuable trade-marks, especially in those foreign countries where the ownership of marks is based upon registration. The countries of Latin-America have furnished a particularly profitable field for the registration of trade-marks for speculative purposes, as most of those countries grant the exclusive right to use a mark to the first applicant without regard to its prior use by another. Nearly every issue of the official bulletins of some Latin-American countries contains applications for trade-mark registration that are evidently fraudulent or at least unauthorized. The names of automobiles, motor trucks, pharmaceutical preparations, and other articles the sale of which depends largely upon advertising and good will have been particularly subject to mis-appropriation, and recently a single firm applied for the registration of the trade-marks of six among the best-known American cars. If registration had been granted it

would have been practically equivalent to the acquisition of an exclusive agency for the importation of each of these six cars in one of the most important foreign markets for automobiles unless the manufacturers were willing to adopt a new trade-mark for that particular market.

In another case the designation "Ford American Products" was sought to be registered in a South American country for all classes of goods. The effect of this registration would probably have been to give to the local registrant absolute control over the use of the word "Ford" on all goods sold in that country. This latter case is illustrative of the difficulties that may arise when a trade-mark used in the United States by various manufacturers for different classes of goods is registered abroad in such a way as to cover several of these classes. Even if the mark is registered in good faith by one entitled to its use, the form of registration may nevertheless prevent the use of the mark on a distinct kind of goods by another manufacturer except with the consent of the prior registrant.

A somewhat different but none the less embarrassing situation may be presented when a mark is registered in the name of the local agent of the American manufacturer or exporter. As long as the exclusive agency continues there are usually no difficulties; but should the principal desire to make a change in the agency arrangements he may find that the agent has it in his power to prevent the importation of the trade-marked goods except when consigned to him or under such terms as he may dictate. This danger has been further emphasized since the outbreak of the war by the experience of some exporters with agents of enemy nationality. The placing of the name of the agent on the Enemy Trading List has resulted in a suspension of shipments to the former agent, while the control of the trade-mark through registration in the name of the agent has prevented shipment from being made to any others except under a different mark. It is hoped that some relief from this difficulty may be obtained through a modification of the procedure for the cancellation of unauthorized registration; but in the meantime no shipments of the trade-marked goods can be made to countries where firms of enemy nationality control the trade-mark.

The applications for trade-mark registration published in the official gazettes of the countries where the most difficulties have been experienced are examined regularly in the Bureau of Foreign and Domestic Commerce in order, so far as possible, to discover unauthorized attempts to appropriate American trade-marks, and the interested persons are notified. Several hundred such notices have been sent out in recent months, and in some cases the rightful owners have been enabled to prevent the loss of their marks. It is impossible, however, to identify many of the marks examined, and frequently the owner of the mark cannot be located. The time that necessarily elapses before the publications are received from the more remote countries like Argentina is often sufficient for the local applicant to complete registration before any opposition can be brought

The only safe course to follow is to register trade-marks promptly in the name of the manufacturer in countries where any considerable business is carried on or anticipated. Even if exportation at the present time is limited by war conditions, the registration of the mark abroad may well be regarded as one of the fundamental steps of preparation for trade after the war It is perhaps of even greater importance now than under normal conditions, in view of the reported activity of enemy agents and others in appropriating American trade-marks. The expense of registration usually represents only a reasonable outlay for the protection of good will, and it is suggested that any article which is worth advertising abroad is worth protecting by means of trade-mark registration.

In this connection the Bureau of Foreign and Domestic Commerce places at the disposal of those who are interested its files of material regarding the registration and protection of trade-marks and patents in foreign countries, and it will be glad to answer inquiries on the subject. A pamphlet summarizing the procedure for registration in Latin-American countries has been issued as Tariff Series No. 31 (Registration of Trade-Marks in Latin-America), and copies will be sent upon request. The names of attorneys engaged in trade mark practice in Latin-America and elsewhere can also be furnished; but it is to be understood that no responsibility is thereby assumed and that the furnishing of these names is not intended as a recommendation of the attorneys listed. Unless a company is represented abroad by agents of unquestionable competency it is generally preferable to have the entire business handled by an experinced attorney in the United States who has connections in foreign countries.

GO EASY!

IT is not doing the thing; it is overdoing it. What does it profit a man to gain all the fun in life in one short season, and lose his health in the victory?

Just about the time the average man gets position and profit his hand is no longer steady, his eyes are dim, his mind is clouded; and eventually the break comes. Then they put him in the wheel chair, or the narrow, dark, eternal cell.

You are extremely careful of your auto; you are mindful of your employees; you watch your balance in the bank; but you let your physical integrity run down.

You overwork, overplay, overeat, overdrink, oversmoke, and undersleep.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 4, 1918.

RESTORE IT TO ITS HIGH ESTATE.

ALTHOUGH nothing can take the place of cut glass as a dainty adjunct of the table service, it has of late fallen into more or less disuse because of its many meretricious imitations. Glass cutting at its best is an art, and efforts should be made to maintain it as such. Unless something is done the workmen will drift away into other occupations, and it will be difficult to replace them. High grade glass cutters are not made in a minute, and the men now employed will soon lose their cunning if they are drawn away from their vocation.

The first thing to do is eliminate the inferior stuff, and then begin a campaign of advertising in which it shall be distinctly shown what real cut glass is. This will take time and money; but that it can be done is undeniable.

THE SIX-HOUR IDEA.

A DEMAND for a six-hour day for all workers was one of the planks inserted in the Socialist platform at the final meeting of the annual convention of the New York State Socialist Party, held in this city last Sunday.

Why a six-hour day? Why not four hours? Why work at all?

Let those who want to work—and there are some benighted individuals who still believe that labor is necessary—keep the factories going, so that the lazy ones may live on the resuls of their toil. Some way can undoubtedly be found of compelling the dreadful capitalists to pay them for doing nothing.

Ten hours' work a day never hurt any man. The men who clamored for and secured an eight-hour day work overtime whenever they get a chance, and are none the worse for it.

In these times, when there is so much talk about patriotism, and such a shortage of labor, the workmen can best show their loyalty by doing an honest day's work of ten hours.

The six-hour idea is simply a scheme to get more money.

PERSONAL.

IF all men owning patches of ground were as patriotic as George J. Jones, the New York representative of Johnson Bros., Hanley, England, there would be no dearth of food supplies. In his intense desire to help win the war he ploughed up the lawn at his home in East Orange, N. J., and planted it with potatoes. While working over it a couple of weeks ago he became overheated, and not taking sufficient precaution in cooling off, contracted a cold which developed into pneumonia. The attack was not very severe, however, and he expects to be out in about another week.

Fred C. Reimer, traveler for Graham & Zenger, returned to headquarters the latter part of last week after making a very satisfactory tour through the East.

Charles F. Patton, of Koscherak Bros.' road staff, is back in New York from a six weeks' trip through the New England States.

Salesmanager J. Carl Underwood, with Takito, Ogawa & Co., spent the first half of this week on a special trip to Boston.

Henry Saul is the proud father of Carol Helene, his first baby girl, born Tuesday morning. She tips the scale at seven pounds. Father, mother and baby are all doing well.

Y. Takata, manager for the Tajimi Co., expects to leave New York on July 10 for the Coast, and from there will sail for Japan. He will probably be away until spring.

It has just become known that Corporal Robert J. Rader, formerly with Cox & Lafferty, and now in France, became engaged to Miss Pauline Bermas,

daughter of H. B. Bermas, buyer for McCreery & Co., the night before he sailed.

From now on until it is time to go on the road H. R. Shirley will be in the store of Maddock & Miller daily. He has moved his residence from Honesdale to East Orange, N. J.

J. Howard Fry, of Rochester, Pa., arrived in New York on Monday morning, and, with C. H. Taylor, left Monday night to attend the cut glass convention at Atlantic City.

James Shaw, who recently started the manufacture of hotel ware at Trenton, was a visitor to New York on Tuesday—just looking over the market.

Thomas G. Jones, accompanied by his family, left in his auto last Sunday for Cape Cod, where a two or three weeks' vacation will be spent. He promises some startling fish stories upon his return.

Alfred G. Moment, representing La Porcelaine Limousine, left on Saturday for a vacation. He has gone to a little town up the State, miles and miles from anywhere; but it is a good hunting and fishing country, where he can forget the noise of the elevated and the dirt and dust of Park Place. Happy man!

DISAPPROVES NATIONAL TRADE-MARK.

AFTER giving careful consideration to the proposal that a national trade-mark, to distinguish the products of this country offered for sale in foreign markets, be adopted, the Merchants' Association of New York has disapproved the idea and has filed its reasons for disapproval with Congress in part as follows:

"It is the belief of the Merchants' Association that the inauguration of a national trade-mark in connection with the sale of merchandise abroad would be harmful because, if widely used, it would be practically impossible to control and maintain the standards of all of the articles eventually licensed to bear it. The attachment of the trade-mark to inferior and cheap merchandise, and to goods not possessing the merits which their sellers claim for them, cannot but bring into disrepute all goods bearing the mark. If the utilization of the trade-mark becomes widespread, and covers good, bad and medium merchandise, it will not be possible to safeguard it against unscrupulous users, who will exploit their merchandise under it. In fact, it is the maker and seller of merchandise of unestablished value and merit who will adopt and flaunt the national mark, rather than firms handling goods whose name, mark and value are established abroad.

"The value of any trade-mark at home or abroad rests wholly in the single and continued standard of excellence which it guarantees to all persons buying the goods, and compliance with this condition would be absolutely impossible in the case of a single mark or brand used by sellers of goods of all kinds, classes and grades.

"The Association believes, therefore, that serious injury to our national business reputation abroad would inevitably follow the enactment of the bill."

CUT GLASS MEN IN CONFERENCE.

THE semi-annual meeting of the cut glass manufacturers was held at the St. Charles Hotel, Atlantic City, on Tuesday, with about eighteen members present, representing fifty per cent of the country's output of cut glass.

The question of costs was gone into quite extensively, and it was found that at the present selling prices there was no money in its manufacture for anybody. In fact, some claimed that if the prices were doubled there would not be more than a fair profit. It is estimated that only twenty-five per cent of the cutting frames are in operation at present.

While no official action was taken, as the meeting was largely in the nature of a general talk on matters of interest, the probabilities are that an increase of from twenty-five to thirty-five per cent in selling prices will eventually be made.

The confab lasted about three hours, and then the members scattered to enjoy the beauties of the beach.

PLEDGE FOURTH LOAN NOW.

RESOLUTIONS adopted by the Board of Governors of the American Victory Union suggest the immediate pledging by the public of subscriptions covering the Fourth Liberty Loan, which is to be actually offered to the public about October 1. The plan is suggested in order to save the Government the great cost of the campaigns for previous loans; as a tribute to our Allies, and as a demonstration to Germany and Austria-Hungary of our determination and national unity in the war.

The elimination of all war discussion or criticism of our Government officials in their conduct of the war in the fail elections throughout the country is called for in the resolutions.

A third suggestion proposed by the Victory Union is the taking of a census of industry and the establish-

ment of a regulatory commission for the directing of war factories and workers into proper channels after the war, and especially to provide suitable employment for our soldiers and sailors on their victorious return from France. A call for the same care for the women engaged in war work is made in the resolutions.

GLASS MAN IN AIR FIGHT.

IN an interesting letter to his friend, Harry Bunker, Lawrence Kinet, formerly with the New York office of the United States Glass Co., now a pilot with the Royal (English) Aviation Corps in France, describes how, with an observer, he started out recently and ran into a nest of enemy fliers. After firing about fifty shots his gun jammed. Surrounded by Boche planes, and unable to return their fire, he dived, and, by a skillful maneuver, eluded them and landed safely. He was surprised, on alighting, to receive an ovation from watching companions at his feat in getting away.

NEW DEPARTURE FOR THE IMPERIAL.

SAMPLES of a new line of hard-fired enameled decorations on glass produced by the Imperial Glass Co., Bellaire, O., have just been received by Cox & Lafferty, this city. There are four colors—blue, black, green and red. The design is a band, a little more than half an inch wide, in solid color, with a foliage decoration superimposed. Four sizes of vases, a plate, and a bon-bon dish have so far been received. The prices are low, permitting the ware to be retailed at a popular price, and at the same time giving the retailer a good profit.

THE BUYERS' MECCA.

THE Bush Terminal Sales Building, the thirty-story structure on Forty-second street, between Broadway and Sixth avenue, will be shortly thrown open as the sales headquarters of several hundred manufacturers and as a meeting place of buyers, for whom the three lower floors will be clubrooms.

Twenty-five floors will be devoted to salesrooms, and the building is intended to be a sort of national sample room where it is expected that the ordinary buyer will find under one roof practically every type of article in which he is interested.

More than 200 manufacturers have already engaged space in the building and the Buyers' Club has enrolled 29,000 members. It is expected that manufacturers represented will number between 400 and 500, and that the membership in the Buyers' Club will eventually be more than 50,000.

The first two floors are for the exclusive use of the buyer. It is a rule of the house that he shall be free from solicitation on those two floors. They are furnished in a style fully equal to that of the best hotels in New York City. As about thirty-five per cent of the visiting buyers are women, special accommodations for women buyers have been installed. There is a rest room and a tea room for women and a bar and lounging room for men.

One large room is set aside as a library, which is to be, it is promised, the most complete commercial library in the country. Besides trade papers covering all lines represented in the building, and newspapers from all parts of the country, there will be an exhaustive collection of books on commercial subjects. One of the special features will be a card index in which will be catalogued the products of every manufacturer in the building. There will be another file of special offerings of every kind which will be revised daily. The library will be operated by a staff of librarians who will be expected to furnish complete information at a moment's notice of every type of goods of a given description offered for sale in the building.

The third floor will be a common ground for buyers and sellers on which special displays will be made and the newest developments in window trimming on display. On the two lower floors are a number of small conference rooms for the use of buyers who want privacy. There is an auditorium for commercial conventions and meetings.

The project was based by Irving T. Bush on practically the same principle on which he began the building of the Bush Terminal in Brooklyn twenty-six years ago, with the exception that the co-operative theory is applied to selling, rather than to manufacturing and transportation.

THE PHOENIX HONOR ROLL.

SEVENTY enlistments out of a force of 500 men is the record of the Phoenix Glass Co., Monaca, Pa. Of this number the Phoenix Co. has the distinction of having furnished a captain in the person of Walter Trittipo, two lieutenants—Perry and Dodson—a dozen or more non-commissioned officers, and two band boys. Sons and other relatives of company officials include Andrew Stewart, nephew of President T. H. Howard, who dropped his work as company chemist to enter the aviation corps; Alfred Ebberts, son of Secretary E. P. Ebberts, commissioned as a lieutenant after graduation from an officers' training school; Robert McCreary, son of Superintendent T. W. McCreary, a student at the Naval Officers' School at Chicago, after which he will complete his training at Pelham Bay, N. Y.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The pottery industry is absolutely free from any connection with the "brokers' trust" which Government agents have recently unearthed. The Government in its buying of pottery has done business either direct with the manufacturers or through their accredited representatives, and the "broker" has been eliminated from all deals. Legitimate jobbers have been liberal buyers of certain items in hotel ware for Government use, but all this business was obtained through the usual and customary channels.

* *

Willard Morris, in charge of the shipping department of the Knowles, Taylor & Knowles Pottery Co., has returned from an auto trip to Plattsburg, N. Y., where he spent a brief season with his son Leland, who is in training there.

* *

Among buyers here within the last few days were Frank Krenning, of the Krenning-Westermann China Co., St. Louis, Mo.; L. Klayf, for Bloomingdale Bros., New York; E. Monroe, for Lyons Dry Goods Co., Toledo, O.

* *

It now seems probable that the plant of the Clay Casting Co., New Cumberland, W. Va., will be manufacturing hotel ware not later than August. Financial interests have gone over the situation, and during the latter part of July the property will likely be turned over to a new company. Both New York and Chicago people have had the matter up with those in charge, and one or two interests nearby have also made a careful survey of the situation. With the exception of placing some additional machinery and stove rooms in the clay shops, the plant is ready to be operated.

* *

C. Nick Muessig spent the week at the Drakenfeld offices in New York.

* *

The Public Utilities Commission of Ohio has sounded warning of a probable shortage in the supply of gas to both domestic and industrial consumers for the coming season. Domestic consumers are limited to 35,000 cubic feet per month for any one building.

* *

Among the local young men to arrive in France within the last few weeks is First-Lieut. Allen Surles, son of Charles Surles, of the D. E. McNicol Pottery Co.

* *

"We are especially short of kilnmen, saggermakers and jiggermen," said the general superintendent of one of the largest potteries here. "Apprentices are hard to obtain, on account of the draft, and older men do not care to start at such work. Wages of apprentices now are about equal to what a journeyman received a few years ago. In the decorating departments the situation is not so bad, as the bulk of the labor done there is by women. Personally, I cannot see any immediate improvement in the situation, and what future drafts will do in the trade can only be guessed at."

* *

Many of the Eastern buyers who have come into the district of late have been armed with car permits, and very little trouble is had in obtaining empty cars when these papers are presented.

* *

Improvements at the plant of the Smith-Phillips China Co., will be finished within a few weeks. The new private offices will be ready for occupancy next week, as will also the additional warehouse. The new glost kiln will be fired for the first time in August.

* *

Supply houses here report that decals are still difficult to obtain. The shortage of imported sheets continues, although limited shipments are coming through from time to time.

* *

The sale of salad assortments this season is big, and some of the potteries report considerable advance orders on file.

* *

Orders for January and February delivery are being accepted by some of the local pottery concerns.

Prices are quoted for the present only, and for future delivery it is mutually understood that the price prevailing at the time of shipment will be paid. Buyers have now generally come to understand this rule, and there is a very little questioning when future business is placed.

* *

Several letters have been received here of late by the larger pottery concerns asking permission to represent them in South America. The latest inquiry was from a Brazilian firm.

* *

The annual convention of the National Brotherhood of Operative Potters began in the parlors of the New York hotel, Atlantic City, N. J., last Tuesday morning. The sessions will continue throughout the week.

DECALCOMANIA POSTERS.

THE Palm Bros. Co. have gotten out a series of decalcomania War Savings Stamps posters for use on store or other windows. They are extra fine in coloring, drawing, and subjects; and when applied in accordance with the instructions printed on the back of each, whereby the paper is detached, have the appearance of being painted on the glass.

The company has generously donated to the Government one million of these posters in a variety of sizes. Anyone in the crockery trade desiring some of them may communicate with the house at 71 Murray street.

WHAT HAVE YOU GIVEN UP?

HAVE you given up your job and let your business future take care of itself?

Have you said good-bye to your family and friends and all you hold dear?

Have you begun an entirely new career that may end, if you live, with health impaired, an arm off, a leg gone, an eye out?

Have you given up your business future and said good-bye and taken a chance on coming back alive and well, and done it all with a cheerful heart and with a grim determination to do all you possibly can for your country?

And do you—only at times—in the evenings, perhaps, when the light in the sky slowly fades away—feel so homesick and so lonesome that you are fearful you will not have the courage to do your part after all?

You have not done these things?

Ah, I see; you are not one of our army or navy boys; you are a stay-at-home person.

Well, there have to be twenty or more stay-at-home persons for everyone who goes; and so certainly no disgrace attaches to being one if you fully appreciate what those boys who do go have to give up and if you support them to the limit of your ability.

War Saving Stamps give you the opportunity of showing in a practical way that you do appreciate what it means to the boys who go. Pledge yourself to save to the utmost of your ability and to buy War Savings Stamps, that there may be more money, labor and materials to back up those who fight and die for you.

PLACING ORDERS EARLY.

FOR a number of seasons past many buyers have shown a disposition towards the holding back of orders until the goods were actually needed. The consequence of which has been that many sales of goods have been lost by reason of the goods not being in stock when called for by customers.

We believe this method a decided mistake. Any modern retailer who makes the claim of doing a first-class business and expects to have the right goods on hand when wanted, and to be able to sell them at satisfactory prices, with a fair margin of profit, must give advance orders.

No importer or manufacturer can afford to invest his capital, take all the risk, etc., without being properly compensated for it. Therefore, if the retailer wishes to secure his goods at the lowest possible price, so that he may be able to compete with other first-class establishments, he in self-defense must make preparations beforehand to supply his needs by placing the major portion of his orders early.

OUR MODERATE TAXES.

IN comparison with the tax levied in England on incomes our own income taxes are moderate indeed.

In England the tax on incomes of $1,000 is 4½ per cent; in America nothing.

In England the tax on incomes of $1,500 is 6½ per cent; in America nothing for married men or heads of families, and 2 per cent on $500 for an unmarried man.

In England the tax on an income of $2,000 is 7⅞ per cent; in America nothing for a married man or head of a family, and 2 per cent on $1,000 for unmarried men.

The English income tax rate also increases more rapidly with the growth of the income than ours, a $3,000 income being taxed 14 per cent, $5,000 16 per cent, $10,000 20 per cent, and $15,000 25 per cent, while our corresponding taxes for married men are respectively two-thirds of 1 per cent, 1½ per cent, 3½ per cent and 5 per cent, and only slightly more for the unmarried, due to the smaller amount exempted, the rate being the same.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

AS the busy season approaches the lamp manufacturer is confronted by the same problem that manufacturers in almost every line have to contend with—the labor situation. The drafting of men for the army has taken many of their best workmen—in some instances men who could not be replaced without difficulty in normal times, to say nothing of the present, when it is not easy to get ordinary workmen, let alone those skilled in certain branches of lamp-making. Girls, who are employed by the silk shade manufacturers, are also becoming scarcer and scarcer. With the demand increasing for women to take positions formerly held by men, they find flattering inducements in the way of wages offered them in other lines, and, consequently, desert shade-making for more remunerative employment.

Late importations from Japan have brought an array of exclusive items in lamps and shades to the showroom of Mogi, Momonoi & Co. that make their lamp department one of the most attractive places imaginable to the dealer interested in securing something unusually good in this line. One of the unique things to be seen is an assortment of pottery bases in imitation of Cloissonne bronze in the regular or verde finish. They are reproduced so perfectly that it is really difficult to believe that they are not the real thing. Decorated parchment shades to match the bases are shown, making a quaint combination of decided attractiveness. A new line of the familiar Amari vases is also shown in great variety for lamp mounts, with parchment shades decorated in the same elaborate designs and beautiful colorings. Still others are very unusual portables in bronze, china, pottery, and decorated wood, as well as silk shades, all possessing a touch of distinctiveness.

Some refreshingly new designs have been added to the exhibit of illuminating glassware from the H. Northwood Co. on view at the salesroom of Dela Croix & Wilcken, 19 Madison avenue, New York. Although coming under the head of popular-priced goods, they are of far more artistic merit than is ordinarily found in this class. An imitation shirred and decorated silk pattern is particularly fetching. This is shown in several colors, one of the prettiest being a beautiful shade of yellow with a dainty pink rose cluster for contrast.

A lamp line replete with novelties is that of the Tajimi Co., 597 Broadway. The dealer is certain to find something in the comprehensive showing just a

little bit different from what he will find elsewhere. The assortment includes bronze, pottery and other standards fitted with artistic silk shades, as well as silk in combination with wood, bamboo and metal.

The success of the Pittsburgh "Lighting Unit" is growing greater every day. It is an ideal light for offices, stores, auditoriums, or even out-of-doors. The bowl and reflector are made of white, heat-resisting glass especially adapted to high candle-power illumination because it expands and contracts evenly; consequently sudden and extreme changes do not affect it. A simple yet decidedly effective raised design which

will harmonize with any surroundings adorns the bowl. The metal hanger and other parts are finished in either brushed brass or ivory. It is on view at the Pittsburgh Lamp, Brass and Glass Co.'s local salesroom, 35 West Twenty-third street.

GLASS MEN TO MEET AT ATLANTIC CITY.

THE annual meeting of the American Association of Flint and Lime Glass Manufacturers will convene in the Marlborough-Blenheim Hotel, Monday, July 22, at 2:30 p.m. The principal subject for discussion will be a change in terms and increase in package charges.

Luncheon will be served in a private room at one o'clock, prior to the meeting, and H. A. Black, treasurer of Alexander Bros., Philadelphia, will address the members on the subject of trade acceptances. Mr. Black is thoroughly familiar with both theory and practice of the trade acceptance method, and incidentally a forceful speaker.

MOGI, MOMONOI & CO.'S OUTING.

THE employees of Mogi, Momonoi & Co. will have their annual outing this Saturday, July 6. Instead of holding it at Belmar, N. J., where they have gone for several years past, they have selected Karatsonyi's, Glenwood-on-the-Sound, where the Salesmen's picnics took place for several seasons, and which is well known for its delightful surroundings and fine shore dinners. The trip will be made in a large sight-seeing auto. Manager T. Oshima has appointed J. S. Yanasi head of the outing committee—which is an assurance that nothing will be left undone that will contribute to the day's enjoyment. Mr. Yanasi is arranging for the usual games and contests, in which many beautiful prizes are to be awarded.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

R Phillips, hf, R H White Co, Boston. Breslin.

R R Moore, hf, R R Moore, Inc, Norfolk, Va. Cumberland.

R H Tarr, hf, Martin Tarr Co, Tampa, Fla. Collingwood.

Mr. Hammer, hf, Worthman Bros, Youngstown, O. Herald sq.

S M Fleicher, hf, S Salamon Co, Baltimore. Great Northern.

I E Fronani, g, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

M Hain, l, Electrical Maintenance Co, Youngstown, O.

M Schweigert, l, Augusta, Ga.

Ludwig Wolf, l, Canton, O.

Mr Walter, l, E W Edwards & Son, Syracuse, N Y.

James J Leary, c, Houghton & Dutton, Boston.

H B Scofield, hf, C E Osgood Co, Boston. Marie Antoinette.

D Gradwohl, t, Raphael, Weill & Co, San Francisco. 15 East 16th

E M Stevens, hf, c, Stevens Jobbing Co, Elizabeth City, N C. Grand.

A K Meinecke, Meinecke Toy Co, Milwaukee. Imperial.

NEXT WEEK'S GOLF GAME.

THE July tournament of the Pottery, Glass and Brass Golf Association will be held on Thursday, the 11th, at Glen Ridge (N. J.) Golf Club.

Trains leave Hoboken, Montclair branch Lackawanna R. R., at 8:25 a.m. for Bloomfield, and at 9:30, 11:45 and 1:15 p.m. for Glen Ridge. Taxis may be taken from Bloomfield or Glen Ridge stations. If members will advise the Secretary of their intention to go to Bloomfield arrangements will be made with New Jersey members to meet the train with motor cars.

Horace C. Gray and J. Meredith Miller will be the hosts, and Mr. Gray will arrange for caddies for those who give notice of their intention to enter the tournament.

IMPORTS FROM STOKE-ON-TRENT.

THE shipments of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of May amounted to £66,266, being an increase of £25,069 compared with the figures for May, 1917.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SALESMAN thoroughly equipped with experience and successful business acquaintance among principal buyers desires appointment with manufacturer of lamps and shades prospective to arrange for extensive or local travel. Address A 176, this office.

SALT and PEPPER SHAKERS.

LIGHT AND HEAVY CUTTINGS.

In great variety. Popular prices. Ready for immediate delivery.

EDW. H. D. ECKERT, 156 Fifth Ave., New York.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 11, 1918.

CONDITION OF TRADE.

New York Independence Day having come and gone, according to tradition there should be an influx of buyers before long. Visitors from the South may be first expected. Business has been good below the Mason and Dixon Line, and it is well known that goods are scarce in that section. In the Middle West also, except in a few isolated cases, like conditions prevail, although dealers there have been able to get supplies from the potteries and glass factories when the Eastern section was embargoed. New England has had plenty of trade in some localities, while in others business has been a little slow. The Middle States as a whole can be reported as having done well. The Southwest and Far West have also prospered, and could have done better had they been able to get all the supplies they needed. In some limited areas where trade has been dull for the past two months it can now be rated as generally good. Naturally, then, buyers will want more china and glass.

There is one little consideration which may stand in the way of buyers coming to New York this summer: the smaller dealers may balk at paying excessive railroad rates and high hotel charges. These same conditions may probably deter travelers from making the smaller towns. But the mails will continue to move, and buyers who do not feel warranted in journeying to the market may rest assured that importers and manufacturers will take good care of them and do just as well by them as if they were to make personal visits. So far as regular goods is concerned, there is no question about this. When it comes to odd lots, a personal inspection is, of course, desirable; but just now there are very few odd lots to be had. When possible, however, every buyer should go to market. Even if no bargains are obtained, it does a lot of good to get in touch with the source of supply.

Retail trade in New York last week was exceedingly dull. Everybody who could get away from the city for a day or a week did so, and a number left for the usual summer vacation. This year, however, will see fewer people taking long vacations than ever before. Reports from interior points are to the effect that retail trade is as near normal as the supply of merchandise will permit. Perhaps no better evidence of this can be had than the fact that the wholesalers are just as busy as they can be. If the retailers in the smaller places were not demanding wares, naturally the wholesalers would not be active.

It may be well at this point to advise buyers to take all the goods they can get, and that as soon as possible. Advances are bound to come. As before reported, the glass workers are to meet in Atlantic City the latter part of the month, and will probably demand a fifty per cent advance in wages over and above the increase already granted. As indicated last week, cut glass is due to advance anywhere from twenty-five to thirty-five per cent. The National Brotherhood of Operative Potters is preparing to make demands for an increase after October 1. It is almost positive that a very large ad-

vance in the prices of Japanese goods will occur in the very near future. It is within the range of possibility that French china will be advanced, and, while English goods have already been put up, if the shortage of labor on the other side continues they, too, may have to take another raise. How far these prices may go nobody knows. But buyers will pay, although they may protest. Everyone is paying double for everything. Had anyone said, three years ago, that we should pay the prices we do now he would have been laughed to scorn. We never know what we can do until we are put to the test. Every buyer is safe in buying goods at any figure now, because, no matter how long the war lasts, the prices of crockery and glass will continue to rule high and he is bound to get his money back.

Pittsburgh and Vicinity

While no great amount of new business is being received by the glass manufacturers just now, enough new orders are coming in to insure the employment of present small working forces. The labor situation shows no improvement. On the contrary, more workers are scheduled to leave for the training camps this month. A tendency exists to advance prices on some staple commodities. There is a better feeling in the blown and stemware lines. The transportation situation shows little if any change.

East Liverpool and Vicinity

Business with the pottery manufacturers continues on a steady scale. Demand is running strongly to dinnerware, and the volume of orders for hotel ware is above normal. Specialties are in very good demand.

UNIVERSAL MILEAGE TICKETS ARE COMING.

UNIVERSAL mileage tickets to be sold at the basic rate of three cents a mile are to be issued by all of the Government-operated railroads August 1 or as soon after that date as practicable.

These scrip tickets will be good not only on all Government lines, but they will be accepted in payment for Pullman berths, for other Pullman accommodations, for excess baggage and all other charges. It is believed that their issue will not only be a great convenience to the public, but will greatly simplify railroad accounting between the various lines, and work ticket-selling and other economies.

The mileage scrip tickets are to be issued first in 1,000-mile groups, but larger ones will be issued if they are demanded by the public.

The war tax will be collected by conductors at the time of the presentation of the mileage scrip.

Each coupon will represent the value of three cents, thus making the coupons usable for all charges by a simple computation.

Persons taking a long trip will be urged to buy trip tickets as an economy to themselves. On long trips when the journey can be made by one or more roads all fares are to be on the basis of the short haul route.

For instance, the fare for the New York to Chicago trip is on the short line basis. If a person elects to take the long route and pays by mileage the cost will be greater than if traveling on a trip ticket.

AT CHICAGO.

A LARGE number of buyers have been in the city, and have placed orders with a liberal hand. Jobbers and retailers of china and glassware have made slight advances in prices as a result of the increased freight rates which went into effect June 25. New selling lists have been expected from the potters and glass makers owing to the higher freight rates they have to pay for raw materials, but no changes have been announced so far. The factory salesmen say that to a certain extent the higher freight rates have been anticipated by the factories in advances previously made. In all glassware, however, an advance ranging faom 15 to 25 per cent is expected as a result of the higher wages which labor must be paid.

* *

The manufacturers of cut glass here were very busy during June, the majority of the shops having more orders than they could turn out. However, this does not mean as much as appears on the surface, for few of them have been able to get all the workmen they need. Some have been running one-third short of help. On the other hand, they have frequently been brought to the point where they could not work all their frames owing to the shortage of blanks. The demand for the cheaper grade of light cut ware is a great deal better at the present time than a few months ago, in spite of the fact that the premium trade, one of the largest buyers, is lying very low now. During the month of June a good volume of heavy cut glassware moved out of retail stores, the demand for wedding gifts being evidently as big as ever.

* *

Walter G. Minnemeyer spent the greater part of last week motoring through Wisconsin, during which he visited Lake Delevan, Lake Geneva and other points. Howard Town, salesman for Mr. Minnemeyer, has left on a two weeks' vacation.

* *

The nucleus of what may prove an important movement has been formed by fourteen clubwomen of this city, who have joined together in a vow to use nothing "Made in Germany"—now, henceforth and

forever. In the resolutions passed dinnerware receives specific mention; also tin soldiers, dolls and housefurnishings.

* *

A. W. Boulton has been appointed representative of the Lancaster (O.) Glass Co. and the Pennsylvania Glass Mfg. Co., of Pittsburgh.

* *

Miss Margaret Kelly, buyer for the Eau Claire (Wis.) China Co , paid a visit to the city during the week.

* *

L. H. Whittemore, buyer of crockery and glassware for the John M. Smyth Co., has resigned. He will take a vacation of a couple of months, going to Canada.

* *

Reports of the way the fish are biting proved too much for Walter B. Andrews, and he has gone to Owen Lake, Wis., for a couple of weeks.

* *

Peter Rinkin has gone to Wisconsin on his vacation. He will spend about three weeks in fishing and otherwise having a good time.

* *

John Ling has returned from a five days' trip through Eastern territory.

* *

W. T. Darden will leave in a few days on his vacation.

* *

Frank B. Tinker has received a letter from his brother, Mort, now in France, which says that the latter's unit is receiving intensive training and expects to go into action in the near future.

* *

Henry Berliner, buyer of crockery and glassware from Milwaukee, was in the city last week.

* *

The premium trade is not buying heavily of any items in crockery, glassware or housefurnishings at the present time. There is a fear among these people that additional unfavorable legislation may be expected from the Government, owing to the unessential nature of their business. They are buying for immediate needs only, and are making no plans to create a surplus for the fall, as they usually do.

A WORTH-WHILE ORDER.

THE glassware order now being filled by C. Dorflinger & Sons for the dining room of the Presidential Palace, Havana, Cuba, comprises ten dozen each of nineteen items, including goblets, tumblers, wine glasses—in short, all the glassware for a high class table. The design is one of their best and most expensive, and each piece has the coat-of-arms of the republic engraved upon it, to match the china, which is white and gold. A contracting firm in this city took the order for the entire furnishing of the palace—decoration, furniture, etc., the bill amounting to more than a million and a quarter dollars—and passed the glassware requisition over to the Dorflingers.

UNCLE SAM WILL BE TRUCKMAN.

PLANS for a new freight-handling system formulated by James S. Harlan of the Interstate Commerce Commission and approved by William G. McAdoo, Director General of Railroads, are expected to eliminate the freight congestion at the port of New York. The idea was framed with the co-operation of many of the most important business interests of the city.

The new system is along the lines of a "store door" service and involves the immediate delivery of incoming freight to consignees by means of an organized drayage system. This will be operated by zones under the supervision of the drayage director appointed by and responsible to the Director General of Railroads. Only trucks carrying permits would be allowed on the piers; goods for delivery would be arranged according to the zones to which they were consigned and would be taken, a full load at a time, by the trucks operating in those zones without awaiting specific directions of the consignee.

There is nothing in the present system that affects outbound shipments, but Mr Harlan believes that when the inbound plan becomes established it will be extended by request of the shippers to include all freight. Mr. Harlan will begin work at once on the plan, and already has asked the shippers for their support.

The director of drayage to be appointed will have assistants at each pier and freight station to execute the order, and their salaries will be paid by the railroads entering New York. Full consent of all the parties concerned was obtained by Mr. Harlan in the spring, and he expects no obstacles. He believes that the congestion on the North River front can be cut fifty per cent by the new system.

The essential features of the drayage system are as follows:

1. Manhattan Island below Fifty-ninth street is designated as the drayage district and will be divided into zones. So far as possible incoming freight will be delivered at piers that are within the zone in which the store or warehouse of the consignee is situated.

2. The present custom of allowing shippers forty-eight hours to move freight from piers and permitting them to pay storage at the piers for three or four days is discontinued. No notice will be given to the con-

signees of any freight arriving, and no free time shall be allowed.

3. All inbound carload and less than carload freight shall be removed immediately on arrival from pier or freight stations to the store door of the consignee.

4. Rates and charges for drayage service shall be fixed by the director of drayage, including extra charges for the undue detention of a truck by the consignee at the point of delivery. The director will also make rules for bonding truck owners and for fixing responsibility for damage to goods handled.

SUGGESTIONS FOR POTTERY DESIGNERS AND DECORATORS.

FROM time to time we have referred in these columns to the monotony of pottery design and the comparatively narrow limits of variation in proportion to the artistic possibilities which exist, says the London "Pottery Gazette." Occasionally, too, we have ventured to mention a few of these possibilities, two of which will form the subject of this article.

Firstly, we would strongly emphasize the decorative scope to be found in a study of shells; not the lethal variety, charged with high explosive, but those which fall within the placid purview of the conchologist. These present many features that should be full of inspiration to the pottery manufacturer. Indeed, porcelain itself owes its name to an Italian species, unpoetically termed the "porcellana," or "little pig." It is undeniable that

> "Full many a gem of purest ray serene
> The dark, unfathomed caves of ocean bear."

And many an object of most exquisite beauty exists beneath the depth of waters where it never can be beheld by the eye of man. But ample material will be found in the collections in museums and libraries to provide the potter with an infinity of models, both for form and color. It was the common lampshell that furnished the patterns for the graceful lamps of ancient times, and the pecten which first set the style of "scalloping." The shapes evolved to resist the pressure of enormous masses of superincumbent water or the ponderous pounding of the breaking wave are full of symmetry; and their smooth rotundity, spiral whorls, tapered cones or fantastic buttressing may all furnish suggestions for working out ceramic materials.

With regard to color, endless schemes may be suggested. To mention only a few out of a vast multitude, there are the delicately-shaded rose pinks of the sunset shell, the glistening lustre of the cyprina, the prismatic radiance of the nautilus, the deep purple of the mussels, the ring-markings of the razor shells, and the variegated mottlings by which the cowrie camouflages itself, securing practical invisibility by reproducing on its upper surface the miniature sun-spots caused by broken light rays filtering through the rippled water.

Leaving this prolific field of decorative suggestion, we turn to one of a simpler order, capable of realization in plain black and white. We refer to the unrivalled beauty of the leafless tree. The charm of green foliage everyone can appreciate; indeed, in nineteen cases out of twenty if a district is spoken of as "pretty" it is found to be well wooded. But to the seeing eye there is a severe grace and assured dignity in the bare branches standing stark against the sky. Only then can the true character and individuality of the trees be known; and only thus can the species be recognized, even at a distance. Their symmetrical contours are unsurpassed in purity of line; while examination in detail will afford a continual delight, whether it be in the lace-like tracery of the elms, the abrupt crook-limbs of the oak, the contrast between the stalky black popular and its spruce Dutch cousins, the pendulous twigs of beech and birch, and the boldly re-curved ones of the ash and chestnut. These and many other forms could easily be reproduced, and would prove eminently suitable for pottery decoration. While, as a parting shot at a venture, may we add, they could be drawn direct from nature, and not used merely as a copy made of a copy from a copy by someone else.

THE SODA FOUNTAIN ARRIVES IN FRANCE.

THE following cablegram, dated July 3, was received by Lee Schoenthal, chairman of the committee in charge of collecting a fund in the trade for a soda fountain for the American soldiers at the base hospital, Limoges, France:

> In the name of the wounded of our two benevolent hospitals we thank you and your committee for your splendid gift, the use of which will bring added comfort to our French wounded and unbounded joy to the American boys here.
>
> THEODORE AND CATHERINE HAVILAND.

The fountain was shipped some time ago on the Rochambeau. It was thought that the $457 collected was sufficient to cover all costs, but the transportation charges of $158 were so much more than had been anticipated that Justin Tharaud, through whose efforts most of the money had been collected, was forced to get out and hustle again, ann in a short time had succeeded in obtaining enough additional contributions from the following to take care of everything:

Wm. Dougherty	$ 1	E. W. Schulz	$ 1
Leonard Stock	1	W. De Mars	1
J. M. Miller	5	Geo. Hamilton	5
James J. Temple	5	J. J. Snyder	1
J. W. French	5	F. W. Warrin	2
J. J. Miller	10	H. R. Shirley	5
H. C. Kupper	10		

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Manufacturers and buyers here are hoping for a new ruling anent the withdrawal of freight credits. Commencing August 1, by order of the Director-General of Railroads, the freight credit list is to be withdrawn, and all freight charges must be paid on a cash basis, except that a forty-eight hour credit may be allowed upon the filing of a surety bond. It is believed that a longer credit period may be allowed by a supplementary ruling. The railroads have not yet issued instructions as to how and on what basis the bonds shall be filed. The elimination of a fortnightly or monthly settlement of freight bills will result in considerable additional work in the offices of the glass factories and potteries. Frequently freight is received long before the freight charge is known, especially in cases where two or more roads handle the cars.

Ralph Haley, formerly assistant to Henry Nickel, city salesman of the United States Glass Co. and a son of Chief Designer Reuben Haley, is home on leave awaiting instructions to report at a naval training school.

The Hunt Glass Co. announces the appointment of Frank M. Milliken as Pittsburgh representative.

Word has been received by Secretary John Kunzler of the Glass Association of the safe arrival of his son overseas.

The demand for bar glassware is generally small. There is very little call for cut whiskeys—an item that was formerly a large seller. Plain ware is called for all through the line, as a rule, although some occasional business is received for cut goods. Sizes have been cut down, and numbers which formerly had no sale at all are now wanted.

The McKee Glass Co. is making a special feature of automobile lenses this season.

A very favorable demand for blanks for light cuttings is reported. Those for heavy and intricate designs are very slow in movement.

The annual meeting of the United States Glass Co. will be held next month. The report of the corporation for the year is now being prepared for the stockholders.

The discount on eight-ounce tin cap jelly tumblers has been reduced so that this item is now costing 35c. per dozen f.o.b. factory. It was not so many years ago that it was to be had at 12 to 15c. per dozen. Even at the increased price the demand is heavy, and a considerable amount of unfilled business is on file in the different factories.

Women are now being employed as elevator operators in the Ft. Pitt Hotel, the former elevator boys having been taken in the draft.

"Enough business is being received to keep our departments busy with present working forces," said a glass manutacturer this week. "If we had a complete quota of employees, and orders were on a par with the volume now being booked, the chances are that everything could be cleaned up within a few days after its receipt." The situation is the same at most all glass factories.

There was no suspension of work in the flint glass factories during the week of July 4, with the exception of the one day. In some plants repairs are being made, such as the rebuilding of tanks and furnaces, but work is continuing as usual. There will be no general idle period in the flint glass industry this season.

President Marion G. Bryce of the United States Glass Co. is spending a brief holiday at Lake Chautauqua, N. Y.

The forty-second annual convention of the American Flint Glassworkers' Union, now in session at Toledo, O., will likely close this week. The delegates

chosen will meet the manufacturers in joint conference at Atlantic City later in the month.

The present active demand for blown and stemware is looked upon by some manufacturers as possibly a mere "flash in the pan."

The local bottle plants of the J. T. & A. Hamilton Glass Co. will suspend operations for two weeks in August.

Jobbers continue to order oil lamps in very fair volume. Ordinary crystal lamps are having a better sale at this season of the year than for some time.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	15	231	$111.05
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	10	276	115.55
Edward Boote	109	1010	705.97
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	485	221.25
Strobel & Wilken Co			7,086.94
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	947	274.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	66	236	332 90
U. S. Glass Co.	76	1038	574.25
C. Dorflinger & Sons	18	148	111.76
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	45	587	333.50
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	71	187.68
Ko Kozai		58	14.50
Theo. Haviland	22	36	100.30
L. Straus & Sons	845	1274	4,257.10
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	287	469	1,552.25
B. Illfelder & Co.	1	37	13.40
Empire China Works.	71	851	508.11
B. Strasburger	46	444	302.27
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	54	1017	478.09
Steinfeld Bros.	9	35	$ 46.10
J. Wedgwood & Sons	46	353	280.38
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	207	5905	2,337.56
Geo. Borgfeldt & Co.	1429	1824	6,414.93
Wm. H. Plummer & Co.	8	114	61.86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	25	96	149.00
Vogt & Dose	2	269	75.61
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90 29
M. & M. Bloom		662	165.50
Bryce Bros	70	275	418.75
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	57	100	262.69
Rich & Fisher		199	44.75
Paul A. Straub & Co.		64	16.00
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	15	100	87.55
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15

A SIGN OF THE TIMES.

SHE was Italian. A dirty shawl covered her head, and but for the fact that three diamond rings sparkled on her fingers, the nails of which were in very deep mourning, and big gold loops dangled from her ears, might easily have been taken for a beggar.

She entered a china shop on Monday and in very imperfect English made known that she wanted to see a dinner set. She was shown the cheapest in the store, the price being mentioned in advance—the salesman supposing that would settle the matter. She surprised him, however, by exclaiming:

"No lika dat kin'—wanta betta!"

A higher-priced set was shown. Grasping a cup firmly, so that her hand nearly covered it, she tapped it with a finger of the other hand. No "ring" came from the cup, owing to the manner in which she held it; but those on her fingers came into full view of the now interested salesman.

"Dat nota china. Wanta da good china. You no got?" she asked, with an air of disappointment.

Just then her eye caught a rather elaborate pattern in bright colors. "What costa dat?" she inquired.

"Ninety-six dollars and forty cents," was the answer.

"Dat gooda china?"

Tapping the plate with his pencil, the salesman made it ring.

"Alla right; I taka dat," she said; and out of the bosom of her dirty waist she brought forth a big roll of bills.

Here was an Italian peasant, evidently the wife or daughter of a common laborer, who, by reason of the exorbitant wages now being paid to unskilled hands, was enabled to buy a dinner set worth nearly a hundred dollars; while the man who sold it, a plain, decent American, but only a salesman, could possibly not have paid one-fifth the price if his wife wanted such a service.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of April, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated	$ 12,935	$ 10,906
decorated	236,680	237,851
From France	81,702	49,956
Germany	.....	.....
United Kingdom	48,031	48,446
Japan	94,744	129,669
Other countries	10,705	9,780
Earthenware, not decorated	38,586	55,454
decorated	197,660	211,985
All other	11,799	29,188
Total	497,660	545,384

FOR TEN MONTHS ENDING APRIL.

	1916	1917	1918
China, not dec.	$ 285,117	$ 150,079	$ 134,257
decorated	2,969,426	2,533,713	2,926,377
France	706,233	717,223	515,203
Germany	789,122	15,597	.....
United Kingdom	395,102	472,760	511,573
Japan	886,554	1,205,829	1,732,780
Other countries	192,415	122,304	166,821
Earthenware, not dec.	260,531	314,552	479,674
dec	1,084,693	1,514,438	1,841,350
All other	168,280	231,624	242,803
Total	4,768,047	4,744,406	5,624,461

GLASSWARE.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1917	1918	1916	1917	1918
$32,993	$58,367	$473,277	$338,029	$512,707

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls	$	$ 10,692
All other toys	122,485	76,123
Total	122,485	86,815

FOR TEN MONTHS ENDING APRIL.

	1916	1917	1918
Dolls & parts.	$	$	$302,174
All other toys	1,706,462	1,514,844	1,444,646
Total.	1,706,462	1,514,844	1,746,820

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1917	1918	1916	1917	1918
....	....	$3,813	$28,333	$ 4,398

CHINA CLAY.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1917	1918	1916	1917	1918
$47,598	$114,835	$1,059,087	$903,748	$1,080,139

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1917	1918	1916	1917	1918
$1,136	$1,940	$195,929	$154,163	$54,250

HOW NOT TO DO IT.

THE late John A. Hill once offered the following bit of excellent advice to advertisers: "Don't stop your advertisement after a couple of insertions because you didn't get results. That's like planting corn one day, digging up the seed the next day and still expecting a harvest. Give it time to grow. Advertising does not make sales, as a rule; but it does create a prejudice in the mind of the prospective buyer in your favor. It leads the horse to the water; but it's up to you to make him drink. And remember that your salesmen must carry arguments, not conversations."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

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MECHANICAL DEPT: TEL. 5086 BARCLAY.

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Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 11, 1918.

EVIDENTLY the importers and manufacturers are not alive to the danger which will come from the establishment of the "free zone" which the du Ponts are to finance at the Grand Central Palace. Exhibitors there will be in a position to undersell everybody else. As far as we can learn, no active measures have been taken to stop this scheme.

THE freight-handling system by which it is expected to secure the immediate delivery of incoming freight to consignees, details of which are published elsewhere in this issue, cannot fail to prove a boon to shippers. And there is nothing to prevent the extension of the idea to outward-bound freight. Pick that up at the store door, and the congestion problem is in a fair way toward solution.

AN OLD TROUBLE REVIVED.

IT is hard to say how many times the question, "Is embossing a decoration?" has been before the Customs authorities; and every time until now they have decided it in the negative. The question has been up again, and, according to a new ruling, the order has gone out that on and after July 31 all white china and earthenware having embossing made in the mold shall be regarded as ornament and be so classified for the collection of duties.

The weak feature in this ruling is that it does not state what embossing is. For instance, a plain shape may have a small leaf at the point where the handle of the cover dish joins the cover. The same may be true of the handle on a cup. Is this to be construed as embossing? And is a scalloped plate to come under the ban?

We imagine there will be quite some controversy over disputed points.

PERSONAL.

A CARD received this week announces the marriage of Mrs. Ethel Durstan Haynes to John Sidney Hoard, of Sioux City, Iowa. A couple of months ago Mrs. Hoard was in New York buying for a new store she was about to open, but gave no inkling that she was about to embark on a second matrimonial venture. Mrs. Hoard began her career as a saleslady in her father's store, the Durston Crockery Shop, which was for so many years Sioux City's leading china establishment. Later she became the department manager and buyer for the china section of one of the department stores of that city.

Having recovered from his recent illness, A. H. Hays, New York representative of the Crooksville China Co., is very much on the job again, and on Monday left for Boston, where he will show his line for a week at Young's Hotel preparatory to proceeding on a trip that will include the principal points in the New England States.

C. Nick Muessig, who represents B. F. Drakenfeld & Co. at East Liverpool, and, besides, has the honor of being president of the Western Salesmen's Association, has been in New York for a week. He left on Tuesday to go to Atlantic City to take part in the Elks parade, and from there goes home the latter part of the week. This semi-annual visit which he makes East is alway a pleasant episode, as he has a host of friends here who are more than glad to see him.

F. Haase, head of the decorating department of the Liberty Cut Glass Works, Egg Harbor, N. J., has been enjoying a vacation in New York with his family for the past week.

John Davison is enjoying his vacation at Dorset, Vt., as he has done for years.

J. Blaine Walker, of the United States Glass Co.'s local staff, was in noticeably good spirits on Monday, and upon being pressed for the reason replied: "My

wife's gone away to the country!" Mr. Walker is open for all poker games, social gatherings, etc., for the next six weeks.

Leon Moses, buyer for the Palais Royal, Washington, D. C., arrived in town on Monday in time to join the luncheon club at the Flatiron Restaurant and incidentally lose a few of his spare quarters. He spent several days in town placing orders.

Donald M. Miller, who prior to enlistment was associated with his father in the firm of Maddock & Miller, was handed his commission as second lieutenant on the Fourth of July. He is stationed at Jacksonville, Fla., but expects soon to be transferred to a camp in Virginia.

John J. Field, of Field, Schlick & Co., St. Paul, Minn., who has a summer home at Somers, N. Y., was a visitor to New York this week. He said his business so far this year has been better than it was last—and it was good then.

E. F. Anderson, of George F. Bassett & Co., left Monday night for Chatham, Cape Cod. He expects to be away until August 6.

J. Winkler, formerly with the New York office of the Pacific Importing Co. and recently made merchandise manager at the concern's headquarters in Seattle, has received notice to report for military duty at Camp Lewis, Tacoma, on July 22.

On Friday, Horace C. Gray, accompanied by his wife and daughter, will leave in his car for a motor trip to Cape Cod, where they will join Thomas G. Jones and his family, who left last week. Mr. Gray expects to be away a month.

H. Benedikt left last Sunday to make the rounds of the factories he represents. He does not expect to be back in New York for a week or ten days.

Ralph H. Bollard, treasurer of the Pacific Importing Co., Seattle, Wash., is a visitor in New York this week.

William Albert, Charles H. Taylor's efficient manager, left last Saturday with his family for Poughkeepsie, N. Y., to indulge in his favorite pastime of farming for a fortnight or so.

G. F. Young, president of the Roseville Pottery, made the welcoming address to a party of about fifty members of the American Ceramic Society, who visited Zanesville last week. After they had inspected the pottery they went on a steamboat ride, and in the evening had a banquet at the Hotel Rogge. Other plants in the neighborhood were visited subsequently.

Charles A. Postley, representative of various manufacturers, and Frank Leffter, formerly with Morimura Bros., have together taken room 504 Bartholdi Building in which to show their lines.

William J. Noble, with John Davison, is mourning the loss of his wife, who died last Saturday morning. She had been in poor health for two years. The interment was at Rochester, N. Y., on Thursday.

Edward Boote, who is in Canada, fishing, has sent to his New York office a thirty-six pound salmon which he caught on Monday in the Grand Caspidia, Province of Quebec. It took him three-quarters of an hour to land it, and is the biggest fish caught so far this year in that territory. Last week he killed one which weighed twenty-eight pounds.

Albert U. Reeves, buyer for A. Stowell & Co., Boston, was in town from Monday to Thursday placing orders.

S. C. Anderson, until recently a salesman for Koscherak Bros., has accepted a position in Gimbel's china and glassware department.

THE DOWNTRODDEN WORKINGMAN.

IN his address to the members of the American Flint Glass Workers' Union at its convention in Toledo, O., President Clarke stated that they had in their treasury $411,541.36, the largest amount ever held, and that there was not a single member on the relief roll. He therefore suggested that the dues be reduced. He also said that the organization had bought $77,500 worth of Liberty Bonds. Truly, a magnificent contribution, considering that they have only $411,541.36 on hand! But possibly the fund is drawing more than 4¼ per cent interest. In speaking of the coming wage conference, he said:

"During the past two years I have seized every opportunity to bring about increased wages, with the result that increases have been secured for departments that made no request of any kind or character for better pay. Greater increases have been received for other departments than they asked for, while in still others the conference agreements have been set aside and wages increased when it appeared feasible for such a course to be followed.

"I feel free to say now that some of our departments are asking for changes that will never be agreed to. It is easy enough to ask, and your officers and executives can find it easy to make demands; but to secure that which is asked or demanded is another problem.

"If we become involved in trouble over reasonable demands for an increase in wages we can justify our position; but we cannot justify it if we undertake to demand favorable consideration for some of the unreasonable proposals that appear in the list of changes we are expected to put through in conference.* * *

"When I reflect on the propositions contained in the proposed changes submitted by the manufacturers and workers for consideration at the annual conference I am impelled to ask myself, Is it possible for us to pass through this coming conference and avoid trouble in all departments?

"Never were more unreasonable changes offered by either side than now appear in the propositions submitted. Both sides have taken a radical attitude in their suggestions, and I am positive that each must recede on some of these proposals before a satisfactory understanding can be reached.

"What we should keep uppermost in our minds is the question of increasing wages, and seek to have other points of minor importance, which have irritating effects and often serve only to frustrate progress, disposed of without endangering our relations. Let us not overestimate our strength."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

C W Neyhard, hf, Miller, Rhoads & Schwartz, Norfolk, Va. Broztell.

Mr Moses, hf, c, Palais Royal, Washington, D C. 220 Fifth avenue.

L Metzenberg, s, Sears, Roebuck & Co, Chicago. 115 Fifth ave.

M Heller, hf, Kuhn, Heller Co, New Castle, Ind. Great Northern.

E E Cassill, s, Hayden Bros, Omaha. Broztell.

Miss J Schneer, hf, McAlpin Co, Cincinnati. 23 East 26th.

E Hanson, t, F E Deubert, hf, Montgomery, Ward & Co, Chicago. 309 Sixth ave.

G Krazeise, t, Carter Co, Louisville, Ky. 43 Leonard.

P Schaefer, hf, Adam, Meldrum & Anderson, Buffalo. 230 Fifth ave.

T S Matte, hf, Bon Marche Co, Lowell, Mass. Wallick.

J W Horne, t, Kaufman Dept Store, Pittsburgh. 1261 Broadway.

Mrs J G Nourse, l, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

F J Neuhausel, Neuhausel Bros, Toledo, O. Wallick.

H C Gregoire, c, g, Montreal.

Mr Owen, c, g, Goodwin's Ltd, Montreal.

H B Scofield, hf, Blimpton, Hewey & Co, Boston. Marie Antoinette.

A J Boissert, hf, Davidson Bros, Co, Sioux City, Iowa. 1261 Broadway.

J H Mayers, s, J L Richards, hf, Hale Bros, San Francisco. 50 Union sq.

OBITUARY.

A. E. ALBRIGHT, of the Albright China Co., Carrollton, O., died last week at Saranac Lake, N. Y., after a brief illness. He went from East Liverpool to Sebring when the pottery industry was established there, and was the first mayor of the town. He later went to the Carrollton Pottery Co., and then retired from that organization to form the Albright China Co. The body was taken to East Liverpool for interment in Riverview cemetery.

William Cassidy, a pioneer in the crockery and glassware business at New Haven, Conn., died in that city recently after a lingering illness due to stomach trouble. A widow and two children survive.

E. E. Holmes, one of the most widely known five and ten cent syndicate buyers in the country, died suddently in the Empire Building, Pittsburgh, Pa., on July 5. Last January he was injured by being struck by an automobile, and since then his health had not been of of the best. Funeral services were held on Monday. Mr. Holmes organized the American five and ten cent syndicate of stores. He had been associated with the Knox and McCrory syndicates as buyer, and a few years ago became identified with the G. C. Murphy syndicate, the headquarters of which are in Pittsburgh. Deceased was sixty-five years old.

MORE TAXES COMING.

THE Ways and Means Committee of Congress is considering additional taxes designed to halt the "extravagance of the American people," and incidentally to provide additional revenue for the prosecution of the war. One of the features is to be a tax on hotel bills—another addition to the expenses of firms sending out travelers. A tax is suggested on all ornamental lamps and fixtures, table linen, cutlery and silverware, china and cut glass; all furniture in sets for which more than five dollars is paid for each piece, all curtains sold at over two dollars per yard, all tapestries, rugs, and carpets sold at over five dollars per square yard.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Local manufacturers can obtain no information from officials of the gas company here as to the outlook for a supply of gas for industrial purposes the coming winter. The problem is one that cannot be passed over lightly. What the coal situation will be no one can even guess. It will be possible to obtain some coal by river, provided barges can be had. The car supply will also be an important factor. In a few instances pottery manufacturers have protected their interests by laying in large a supply.

* *

Every pottery manufacturer here expects additional men to be taken from the force this month through the draft. A few days ago a call was issued for 248 selectives from this immediate district, and the class A-1 list contains only a few over 250 names.

* *

The East Liverpool Male Chorus, composed in the main of those engaged in the pottery industry, is making weekly trips to nearby towns and giving concerts for the benefit of the Red Cross chapters in the various places. Each concert nets the local organization between $300 and $500. Arrangements for them are made by William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., who conceived the plan of making a "swing around the circuit" just as he did in his baseball days. The chorus is composed of about forty voices, of which about 70 per cent are identified with the pottery industry. The concert at Salineville netted $312; Beaver, Pa., $515; Steubenville, $400; New Cumberland, W. Va., over $500. The members are taken to the different towns in autos donated by friends, and all receipts are are turned over to the Red Cross chapters in the towns visited. "We desire to raise $5,000," said Mr. Lynch this week, "and judging from results thus far the tour will net more than that." Prior to this the boys were not singing for any particular purpose, and Mr. Lynch went before them at a meeting and told them they were hiding their light under a bushel. He said that he would at his own time and expense go out and make dates for them, and they thereupon all signed up to sing when and wherever called upon.

* *

Among buyers here of late were Thomas A. Neely, for Strauss, Hirshberg Co., Youngstown, O.; Bert Day, for Cook-Laurance Crockery Co., Cedar Rapids, Iowa; Mr. Hammond, for Parmalee-Dohrman Co., Los Angeles.

* *

While the supply of decal paper in this country is scarce, yet enough small shipments are being received to insure the filling of local orders.

* *

W. E. Henderson, president of the Carrollton Pottery Co., spent July 4 here with friends, motoring from Carrollton.

* *

D. E. McNicol has been spending a few days here following a looking after his interests at the McNicol plant at Clarksburg, W. Va.

* *

Homer Brown, a son of W. C. Brown, the former well-known pottery salesman, is home on furlough. He is attached to the navy, and only recently received his commission.

* *

H. E. Knoblock, general manager of the Potters' Co-Operative Co., is spending a season in the South.

* *

A very favorable demand exists for the plaque specialties which show either American or Allied flags. The D. E. McNicol Pottery Co. is showing an assorted line which is moving quickly.

* *

The increased freight rates on raw materials are being felt severely by pottery manufacturers. The twenty-five per cent advance totals no small amount during a month.

* *

Robert E. Spencer, commercial pottery photographer, has retired from that field to take up the work of traffic and transportation manager for the new Liberty

Transit Co., which operates a line of boats between Pittsburgh, Wheeling and Cincinnati.

* *

Buyers have not been as numerous here within the past fortnight as in the two weeks previous, although a normal amount of business is being received by mail. A fair number of orders have been specified for December and January delivery, and all such orders are booked with the understanding that the price prevailing at time of shipment will prevail.

* *

No general suspension of operations in the potteries will prevail this season. July 4 was observed, of course; but work was promptly resumed the next day.

* *

At the annual meeting of the stockholders of the Sterling China Co., Wellsville, O., last week, the following officers were elected: President F. F. DeBolt; vice-president, Willian C. Wells; secretary-treasurer, B. E. Allen; general manager, C. C. Pomeroy. The firm plans the erection of an additional kiln. Vitrified hotel china specialties are being featured by this concern, the sales department being under the direction of Mr. DeBolt.

* *

At the annual convention of the National Brotherhood of Operative Potters, now in session in Atlantic City, an effort to have the referendum vote now general in the trade cast in the shops instead of in the local union meetings met with serious objection.

* *

According to a message received by relatives here, D. E. McNicol, Jr., has been slightly wounded while in action at the front in France.

Mexia, Tex. P. D. Miller, of Ft. Worth, Texas, general manager of the Mexia Pottery Co., announces that the plant, which was recently destroyed by fire, will be rebuilt.

TEN DAYS TO MAKE GOOD ON BAD CHECKS.

AN act to amend the penal law in relation to obtaining money by fraudulent check, draft or order which has been recently passed and becomes effective September 1 provides that any person who, with intent to defraud, shall make or draw or utter or deliver any check, draft or order for the payment of money upon any bank or other depositary, knowing at the time of such making, drawing, uttering or delivering that the maker or drawer has not sufficient funds in or credit with such bank or other depositary for the payment of such check, although no express representation is made in reference thereto, shall be guilty of attempted larceny, and if money or property is obtained from another thereby is guilty of larceny and punishable accordingly.

As against the maker or drawer thereof, the making, drawing, uttering or delivering of a check, draft or order, payment of which is refused by the drawee because of lack of funds or credit, shall be prima facie evidence of intent to defraud and of knowledge of insufficient funds in or credit with such bank or other depositary, unless such maker or drawer shall have paid the drawee thereof the amount due thereon, together with interest and protest fees, within ten days after receiving notice that such check, draft or order has not been paid by the drawee.

The word "credit" is construed to mean an arrangement or understanding with the bank or depositary for the payment of such check, draft or order.

Section 1293 is also amended to read as follows: "A person who wilfully, with intent to defraud, by color or aid of an order for the delivery of property, when such person knows that the drawer or maker thereof is not entitled to order the delivery of the property, although no express representation is made in reference thereto, obtains from another any property, is guilty of stealing the same and punishable accordingly."

IT SHOULD SWEEP CLEAN.

THE biggest broom ever manufactured has been made to order for Max Loewenstein and is now on exhibition in his window on Fifth avenue. The white maple handle is nine feet long, the broom proper thirty-six inches by thirty-three at its widest part, and the whole weighs 125 lbs. It took a specially-made packing case to ship it, the box itself weighing 110 lbs.

THE THING THAT TELLS.

IT isn't enough to say in our hearts that we like a man for his ways;
It isn't enough that we fill our minds with pæans of silent praise;
Nor is it enough that we honor a man, as our confidence upward mounts.
It's going right up to the man himself and telling him so, that counts.

If a man does a work you really admire, don't leave a kind word unsaid,
In fear that to do so might make him vain, and cause him to "lose his head";
But reach out your hand and tell him, "Well done!" and see how his gratitude swells.
It isn't the flowers we strew on the grave—it's the word to the living that tells.

WILL REMAIN IN BROOKLYN.

AMONG the sixty-four concerns dispossessed from the Bush Terminal Building in Brooklyn, recently commandeered by the Government, are A. A. Vantine & Co., oriental goods; Acorn Mfg. Co., metal toys; Charles B. Chrystal, clays, colors and minerals. It is understood that all of these firms will find other places in Brooklyn in which to contiue business.

DISADVANTAGES OF THE OPEN ACCOUNT.

GREAT numbers of American business men still are uninformed concerning the details of the trade acceptance method, and, therefore, unconvinced as to its merit, writes Lewis E. Pierson, of the Irving National Bank, in "The Nation's Business." Others honestly believe that conditions within their particular business or industry are such as to make this method poorly suited to their purpose. Still others, those of an ultra-conservative type, while conceding merit to this method, are not disposed to disturb an existing business condition which in the past has appeared to them sufficient for their purposes.

There is another class which, in spite of the obvious advantages of the trade acceptance to general business and to the nation, opposes it because it appears to threaten certain business privileges—cash discounts for instance. Such objections, however, need cause us small worry; the fears are unfounded.

The attitude of still another class of American business men may be described as unduly cautious. In discussing the trade acceptance, they ask: "What are the bankers of the country doing for this method?"

The only answer possible to this class of questions is that we do not know what the bankers are doing or will do. It may be assumed, however, that the banker possesses sufficient business intelligence to be able to appreciate the merit of the superior article when it is presented to him for sale or discount.

This same attitude of undue caution also finds expression in this question: "What are the great industries of the country doing in the trade acceptance connection—oil, steel, tobacco, rubber, etc.?" Nothing at all unusual, probably—doing business as in the past on a cash basis—discounting their bills and not worrying in the least about the question until their own need for commercial credit presents itself to them as a business problem. When that time comes these industries will meet and solve that problem as they have solved other problems which have come to them in their business operations.

It can be said that even now, and well in advance of that contingency, these great industries are sudying the trade acceptance method in a manner which shows conclusively that they fully appreciate its merit for general purposes and are not at all certain that it does not possess advantages for their particular purposes.

From the Pacific coast comes information to the effect that the entire flour industry of a great district has gone upon a trade acceptance basis. Further south, lumber and cotton have interested themselves in this method upon an exceedingly liberal scale. Prominent tobacco concerns are taking and giving acceptances freely. One of the greatest of the country's electrical establishments has gone upon an acceptance basis, and others are carefully considering the merits of this method.

One of the prominent financial experts in the oil industry has stated that there is not one argument in a thousand against the soundness and superiority of the acceptance method; but because of the superabundance of available cash he finds no use for this method in the particular concern with which he is connected. Naturally, he refers, as we do, to the value of the trade acceptance for purposes now served by the open amount.

It is useless to endeavor to discover any merit in the open account method. It is wrong, vitally wrong —it is almost wholly unsound. It came into existence not as the result of normal business development, but through the existence of defects and unfortunate tendencies.

It finds no justification in any legitimate business condition I have been able to discover—not even in necessity, as there is no purpose which possibly can be served by this method which cannot be served much more satisfactorily by other available methods, principally trade acceptances.

The open account method is weak, not only because it fails to serve properly the purposes for which it was created—namely, to express a commercial obligation—but also, and perhaps more seriously, because it has tended towards the development in perfectly honest men of habits of carelessness, lack of caution, indifference, business recklessness, not in the least easy to reconcile with the theory of commercial honesty.

Under this method the buyer of merchandise promises to pay. This is not a written promise; at best it is only verbal, and in the great majority of cases does not go beyond the form of a mere understanding, which ordinarily covers not all, but only a few, of the details entering into the transaction.

The merchandise transaction from which the obligation grows remains wide open until the debt is fully paid. If the buyer desires to return a part of the merchandise delivered, or to cancel orders, the burden of proving correctness of deliveries rests not upon the buyer, but upon the perhaps entirely blameless seller.

Under the practices and customs which have developed from this open account method, the seller of merchandise actually performs a gratuitous banking service for the buyer, carrying the obligation upon his books to maturity and frequently well beyond.

But most serious of all the evidence we have discovered against the open account method is the fact that a surprisingly large percentage of the obligations expressed in this form are not paid promptly at maturity.

Possibly this is due to a tendency from which even the best of men are not free—to select the line of least resistance; to do the things first the need of doing which appears most conspicuously, and to put off until a more convenient time performance of obligations which in their form suggest the ideas of ease and latitude.

But in any event the fact is that these open account obligations are not paid with that degree of promptness which is indispensable in what we have come to recognize as sound and careful business. Thirty-day obligations are allowed to run to thirty-five or forty days, and sixty-day obligations to seventy-five and eighty days, and longer obligations are similarly treated. In this way the proper balance of the commercial situation is seriously disturbed.

Another weakness inherent in the open account method, and one the seriousness of which should require no comment in these times, is that the unavoidable tendency of this method is against liquidity of commercial credit. The open accounts as regards the usability of a large portion of the value expressed are frozen; and value running into billions of dollars is tied up at a time when the plainly-indicated needs of the nation demand that it be kept in fluid, available, and easily-usable form.

The conclusions of the American Trade Acceptance Council, which has now for several months been investigating this subject, are most definite to the effect that for the particular purpose contemplated in its creation by the Federal Reserve Board—namely, to express an obligation arising from a current merchandise transaction—the trade acceptance method clearly and unmistakably is superior to any other method we have been able to discover.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SALESMAN thoroughly equipped with experience and successful business acquaintance among principal buyers desires appointment with manufacturer of lamps and shades prospective to arrange for extensive or local travel. Address A 176, this office.

SALESMAN WITH BIG EXPERIENCE IN LOCAL LAMP TRADE AND SUCCESSFUL BUSINESS ACQUAINTANCE AMONG PRINCIPAL BUYERS WISHES TO CONNECT WITH GOOD LAMP OR SHADE LINE. ADDRESS J. H., THIS OFFICE.

FOR SALE.

EQUIPMENT OF CUT GLASS FACTORY FOR SALE.—Frames, hoppers, shafting, pulleys, belting, etc. Either as a whole or any part desired. Also a fifteen horse power gas engine. All at very low price. Address BARGAIN, this office.

Freight Payment Notice.

ON and after August first the Railroad Administration will require all charges, either prepay or collect, to be paid immediately upon delivery of freight.

We pay all freight charges for Pittsburgh shippers and receivers after checking rates with authorized tariffs. This will accomplish quick delivery, avoid storage and overcharges.

Further information supplied upon request.

Lent Traffic Co.,

Chamber of Commerce Building,

PITTSBURGH.

"Largest Traffic Service in America."

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 18, 1918.

CONDITION OF TRADE.

THE number of buyers arriving since our last issue has not been astonishingly large, for the Southerners, usually the first on hand, have not materialized. The West, however, sent a few. Those who have come are anxious for merchandise. They are endeavoring to hasten the orders already placed, if this is possible, and are combing the market for spot goods. As has been the case all along, nobody who has anything ready for delivery can fail to make a quick sale; and while, naturally, everyone wants to buy at the lowest prices, these buyers will take, with the best of grace, any figure thrown at them. Cups and saucers and some grades of tumblers are particularly sought, and on the assurance of delivery no buyer questions the price.

Arrivals of English goods were a little more favorable this week, some fairly good shipments having come in; and these will at once release many orders held up on the books. The importers hope that from now on shipments will again be regular, although they are not expecting as large a volume as in the early spring, for working conditions in England are getting worse.

For the first time in nearly a month there have been good arrivals of French china, and from the quantity that has come in it is evident that the coal situation in Limoges is improving, although no direct information to that effect has been conveyed in the correspondence that accompanied the invoices.

Large quantities of Japanese goods have been coming in for stock, and the importers are delighted, as also are the buyers, who are in need of goods. The prospect of an increase in Japanese prices looms big. Not only are freight rates very high, but there seems to be some difficulty in Japan in regard to getting coal. The lack of shipping has also caused somewhat of a shortage of many raw materials necessary to the production of the country's wares.

Domestic potters are still getting all the business they can handle, and orders about balance shipments, although there has been a slightly more favorable condition in the matter of getting cars. A slight advance has taken place in some kinds of ware, with the prospect of another, and orders now received are placed on the list of "prices at date of shipment." Every day sees a lessening of the force of workers in the potteries, and almost invariably the drafted men are among the most efficient. It is gratifying, however, to learn that those who remain are a little more steady in their attendance at the plants. But it does not seem possible that the output can be increased to any measurable extent.

The glass manufacturers are fast catching up with their orders. Certain items are still in demand in excess of production, but there are very many lines not called for so strongly, and requests for these the manufacturers can take care of comfortably. But if the prices of glass are to advance much more it will undoubtedly curtail the consumption. We know of certain scheme houses which formerly bought good grades of pressed ware who are now confining their purchases to tank goods as a substitution; and it may be that regular dealers, rather than pay the high prices for pressed

and blown ware, will take the same kind. This may be very gratifying to the factories having tanks, but will not be so pleasing to pot glass manufacturers.

The glass industry, so far as the matter of prices is concerned, is waiting on the coming conference at Atlantic City. Owing to the controversy which is almost sure to take place, because of the demands to be made by the workmen, no manufacturer will quote prices. From the present outlook the demand for a fifty per cent advance will be hotly contested. If the men get fifteen or twenty per cent it will be a very large increase when it is considered that this is on top of advances already made.

The cut glass situation does not seem to improve very much. There is a good demand for light blown cuttings and tableware; but ornamental goods are rather slow. Heavy cuttings are not in much demand. There is a dispcsition among cutters to do something to put the industry back where it belongs, and it is hoped that in the near future some plan will be devised whereby the sales may be increased.

Retail trade in New York City is still very quiet, and in all large cities there is complaint that business is not what it ought to be. In the small towns business is normal, and might be better if it were possible to get the necessary amount of crockery and glass. Everyone who caters to the smaller trade has all the business he can attend to, and the mails are red hot with requests for the immediate forwarding of orders on file.

Prospects for the fall trade, which ought to begin soon, are excellent, provided the merchandise may be had. The shortage in crockery and glass grows with every month. The volume of imported goods is diminishing constantly, and, while the invoices foot up to large figures, the bulk arriving is only between thirty and forty per cent of what it would be in normal times. The American potters are doing their best, but cannot produce more than eighty per cent of their capacity, if that. Deducting from that eighty per cent the Government's requisitions, principally in hotel ware, the amount left for the mercantile world is very small.

While there are certain drawbacks to trade conditions, the situation as a whole is as satisfactory as can be expected in war times.

STARTING IN BUSINESS AGAIN.

THE trade will be glad to know that Henry Witte, formerly head of Bawo & Dotter, and later with Geo. Borgfeldt & Co., is once more in business, having taken over the lines hitherto represented by Major W. D. Finke—namely, Krantz, Smith & Co., W. H. Gibbs & Co., Toledo Star Cut Glass, Lonaconing Glass Co., and plateaux from Rohrbeck & Co. He will maintain his office at 7 West Twenty-fourth street. Mr. Witte is one of the best known and most highly regarded men n the trade, and we bespeak for him a liberal patronage.

PITCAIRN AND GRAY THE WINNERS.

THE stars of the season's third golf tournament, played on the Glen Ridge (N. J.) Golf Club links last Thursday, were "Billy" Pitcairn and Horace C. Gray, the former being the winner among the Class A men with a score of 163, and the latter carrying off first honors among the Class B players with 176.

Mr. Pitcairn fairly walked off with the first prize, the next best score, made by W. A. Lathrop, being 172.

Being the host, Mr. Gray thought it better taste not to put it over the other players too hard; hence he contented himself with a margin of one over L. Lessing.

Among the other cracks present might be mentioned J. J. Hines, whose score places him in a class by himself.

Walter Strobel, of the Strobel & Wilken Co., was one of the new players with the Association, and demonstrated that he was no novice at the game.

MORNING ROUND.

Class		out	in	gross	hdcp	net
A	Miller, J. J.	45	50	95	7	88
A	Lathrop, W. A.	51	57	108	15	93
B	Gray, H. C.	49	54	103	18	85
A	Owen, L. S.	51	51	96	7	89
A	Mackenzie, A. W	57	49	106	12	94
A	Pitcairn, W. S.	46	48	94	7	87
	Grey, A.	47	56	103		103
A	Owens, H. T	54	57	111	15	96
A	Miller, J. M.	51	51	102	2	100
B	Hamilton, G	54	55	109	17	92
A	Strobel, W.	53	52	105	15	90
A	Hinman, L. S.	53	51	104	12	92
B	Day, J.	53	65	118	18	100
B	Hines, J. J.	64	69	133	35	98
B	Lessing, L.	61	57	118	27	91

AFTERNOON ROUND.

Class		out	in	gross	hdcp	net	Total
A	Miller, J. J.	47	46	93	7	86	**174**
A	Lathrop, W. A.	49	45	94	15	79	**172**
B	Gray, H. C.	54	55	109	18	91	**176**
A	Owen, L. S.	46					
B	Mackenzie, A. W	52	48	100	12	88	**182**
A	Pitcairn, W. S	42	41	83	7	76	**163**
	Grey, A.	48	55	103		103	**206**
A	Owens, H. T.	56	58	114	15	99	**195**
A	Miller, J. M.	49					
B	Hamilton, G.	60	55	115	17	98	**190**
A	Strobel, W.	54	50	104	15	89	**179**
A	Hinman, L. S.	49	51	100	12	88	**180**
B	Day, J.	53	57	110	18	92	**192**
B	Hines, J. J	66					
B	Lessing, L.	61	52	113	27	86	**177**

Pointers for Buyers.

Where Live Merchandise May Be Obtained.

Tips to Dealers Looking for Ready Sellers.

COMBINED GLASS AND SILVER.

Anyone interested in exceptionally good values should avail himself of the first opportunity of seeing the special assortment of silver and glass articles shown in the exhibit from Kinney & Levan, Cleveland, at the showroom of the concern's New York representatives, Cox & Lafferty, 1140 Broadway. Unlike most assortments assembled to sell at a special price, every item is of a useful character, including a silver butter dish with a glass cover adorned with a dainty light floral cutting, two styles of sugar bowls, and a handled tray and mayonnaise bowl with silver frame and spoon. The line consists of nearly all large pieces in the familiar pierced effect in conjunction with a fine quality glass and floral treatments executed in a high class manner.

MIRROR PLATEAUX.

The National Mirror Plateaux Co., successors to Charles Baum, 311 Broadway, are turning out all of the most popular styles formerly made by Mr. Baum and have added other numbers that have points of special merit to commend them. The great variety of designs shown and the interesting values quoted on them make this one of the most attractive lines on the market.

FOR THE KIDDIES.

Nothing seems to win the affections of the little ones as much as the nursery ware made by the Roseville Pottery. The chick, dog, bear, and bunny designs never fail to fascinate the youngsters—and grown-ups too, for that matter. They are executed in a deep yellow, outlined with black, on a rich ivory body. Various new pieces have just been placed on view by Manager W. H. Stockdale at the concern's local salesroom, 621 Fifth avenue, and among the items to choose from are bread and milk sets, egg cups, cups and saucers, plates, bedroom sets, and many others.

COMPREHENSIVE TO THE LAST DETAIL.

The showing made by Ed. Craig at the local salesroom of the United States Glass Co. in the Albemarle Building, Twenty-fourth street and Broadway, is so comprehensive that one cannot even begin to give an idea of the list of things made in staple goods alone, to say nothing of the specialties that are constantly being added. It is a line of unlimited possibilities, not only for retailers, but for cutters and decorators, who have been most successful with the items turned out for their special use.

MAKES AND HOLDS CUSTOMERS.

Buyers should keep the Onondaga Pottery Co.'s showroom in the Fifth Avenue Building in mind when in town, for they will find in Syracuse china one of the most up-to-date lines to be found in the market. Clever designs abound in the exhibit—patterns that get away from the usual—while the ware itself is as fine an example of potting as could be wished for. It is a line that makes customers in the retail store, and holds them by the satisfaction it gives.

NEW STEMWARE.

A. P. Doctor, New York representative for the Central Glass Works, has just received from the factory the advance sample of two new lines of stemware which give excellent promise of proving a great success. One, a copy of a very popular Swedish style, is shown in a beautiful quality wide optic crystal in a distinctly flared shape with a drawn stem slightly bulged near the top. The other introduces an exceedingly graceful pear shape in a narrow optic crystal with drawn stem. Both lines will be shown in very clever decorative treatments as well as plain.

ORIENTAL GOODS.

The Tajimi Co., 597 Broadway, call attention in their advertisement in this week's issue to their display of fancy and utility china, papier-mache trays, lamps and shades, lacquer ware and dinnerware, Awaji ware and baskets. All these are carried in stock for ready delivery, and each line offers its own surprises in the way of the unusual. It is an exhibit that no enterprising dealer should miss.

"DINNERWARE THAT SELLS."

Edward A. Unger, New York representative of the East Liverpool Potteries Co., 139 Fifth avenue, has a collection of dinnerware patterns from the concern that no buyer should miss who is interested in adding a live

line to his stock. There are conventional as well as novel borders, and other treatments galore to suit the most varied tastes. The factory is constantly adding to its reputation for turning out "dinnerware that sells."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

F Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.

B Mehlman, hf, c, g, t, Lebeck Bros, Nashville, Tenn. 1261 Broadway.

R P Smith, hf, c, t, Fowler, Dick & Walker, Binghamton, N Y. Herald sq.

J Williams, hf, J Williams & Co, Albany. Marlborough.

S Blum, t, Cahn, Coblens Co, Baltimore. Herald sq.

W Paton, t, Boston Store, Chicago. 44 East 23d.

H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.

Miss J C Stephens, l, Marshall Field & Co, Chicago. 1107 Broadway.

J F Eisenhauer, c, g, J Eisenhauer Estate, Frederick, Md. Gregorian.

J A Armstrong, hf, c, t, Hens & Kelly Co, Buffalo. 1133 Broadway.

Miss M Lawler, s, Rothschild & Co, Chicago. 470 Fourth ave.

J A Klein, t, Klein's Mercantile Co, Beatrice, Neb. Imperial.

Mrs M E Davison, s, Palais Royal, Washington, D C. 220 Fifth avenue.

A Fitzpatrick, t, T J Finn, hf, Steiger-Cox Co, Fall River, Mass. 105 Grand.

W J Brooks, s, Jordan-Marsh Co, Boston. 432 Fourth ave.

OPPOSE BAN ON CHRISTMAS GIFTS.

IN a statement issued by E. L. Howe, secretary of the National Retail Dry Goods Association, strong protest is made against the action of the National Council of Defense, which has asked that a campaign of publicity be started against the giving of merchandise for Christmas gifts, and recommending that gift-giving the coming holiday season be confined to the sending of cards and letters.

"We have received many complaints from merchants in large and small cities throughout the country," the statement ran, "with reference to the Christmas shopping notice sent out by the Council of National Defense asking that a campaign of publicity be inaugurated against the giving of merchandise for Christmas gifts and recommending that gift-giving be confined to the sending of cards and letters.

"The belief is expressed that this matter is already sufficiently controlled by the War Industries Board, for the reason that many merchants have been notified by manufacturers from whom they have ordered toys, jewelry, and articles in which metal is to be used, that deliveries cannot be made because of inability to secure coal and basic materials. The merchants believe, because of this fact, that the manufacture of non-essentials is being properly regulated by the Government at the source of production, and there is no need for any special publicity campaign upon this question.

"There is also a strong feeling that such publicity action by the Council of National Defense would tend to eliminate the giving of merchandise of a useful character as Christmas gifts. It is a well-known fact that during the past few years the tendency in gift-giving has gravitated toward the giving of useful and needed articles. Consequently, there is practically no waste, nor any very serious duplication. Gift-giving has gotten down to the basis pretty largely of giving only such things as are needed by the recipients."

Mr. Howe said that in letters he was receiving from all over the country there was a feeling that the Council of National Defense did not appreciate the real situation and the resultant effect upon business if a campaign of publicity was started. Many merchants, he said, believed that while the intentions of the Council of National Defense were undoubtedly good, the entire matter was being well handled by the War Industries Board, while a campaign against holiday buying would only tend to stir up business without accomplishing any beneficial result.

"The merchants of the country," the statement concluded, "are willing and glad to do everything in their power to assist in the prosecution of the war; but they are unable to see wherein needless agitation, which is likely to break the backbone of business, could be other than harmful.".

PROGRAMME OF CONFERENCES.

THE conferences of the manufacturers and the American Flint Glass Workers' Union begin Thursday, July 25, in the Marlborough-Blenheim Hotel, Atlantic City, N. J., and continue as follows:

Shade and globe	Thurs.,	July	25,	10 a.m.
Engraving	Thurs.,	July	25,	2 p.m.
Machine pressed	Thurs.,	July	25,	2 p.m.
Caster place	Fri.,	July	26,	9 a.m.
Mold making	Sat.,	July	27,	9 a.m.
Chimney	Mon.,	July	29,	9 a.m.
Paste mold	Tues.,	July	30,	9 a.m.
Pressed ware	Wed.,	July	31,	9 a.m.
Pressed ware	Thurs.,	Aug.	1,	9 a.m.
Punch tumbler and stemware	Fri.,	Aug.	2,	9 a.m.
Cutting	Sat.,	Aug.	3,	9 a.m.
Pressed prescription	Sat.,	Aug.	3,	10 a.m.
Iron mold	Mon.,	Aug.	5,	9 a.m.
Electric bulb	Tues.,	Aug.	6,	9 a.m.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass and pottery manufacturers in this territory were somewhat concerned this week when it was learned that the Government is preparing to draft labor on an extensive scale. After August 1, says Nicholas Van Der Pyl, of Oberlin, O., representing the United States Department of Labor, it will not be lawful for employers of more than 100 unskilled laborers— male or female—to take measurers to recruit help. Where plants working upon such articles as glassware and pottery are shut down the idle men will be told that they can be given employment in shipbuilding plants. If they do not accept this, compulsion will probably be resorted to through an amendment to be made to the draft law. Glass manufacturers say that the prospect of any of the factories shutting down is very remote.

Among buyers visiting the market within the past week were Mr. Gilman, for the Boston Store, Milwaukee; Mr. Haines, for J. B. White & Co., Augusta, Ga.; W. G. Peterkin, for Leonard & Son, Grand Rapids, Mich.

George Zeiler has been appointed superintendent of factory E of the United States Glass Co., succeeding Walter Anderson, who has resigned to become associated with the management of the Capstan Glass Co., at Connellsville. The latter concern, recently formed here, will take over the former plant of the Ripley Glass Co., at that place.

H. J. Adams, who traveled the Middle West for the United States Glass Co., and who left the service of the company July 15 last year to enlist in the hydroaeroplane corps, has been advanced to the rank of ensign. He first went to Pensacola, Fla., for an early training course, then to the Boston Tech. for three months, after which he returned to Pensacola. He is now an instructor, and in a letter to the home office tells of receiving his commission. Lawrence Kinet, formerly South American salesman for the company, who enlisted later than did Ensign Adams, is now with the flying corps in France.

There is a shortage of packers in the different glass factories and a number of manufacturers are running display advertisements in newspapers seeking that kind of labor. This shortage will explain many of the delays that occur in the forwarding of the finished product.

A fair amount of business was received during the past week on heavy blanks for cutting, but the general volume is not as extensive as earlier in the year.

Local importing offices report an early active demand for holiday stocks. The season will open here next week, and displays have been arranged by some of the concerns. Nearby buyers have indicated by mail that they will be in the market, and some have advised that entire new stocks will have to be had this season, as next to nothing was carried over.

While no general advance has been announced in the prices of glassware, jobbers are in almost weekly receipt of notices that this or that item has been raised. One said this week that some items that formerly sold at a discount are now being quoted at nearly double list net.

Chimneys are in good demand, and selling at new high levels. All the plants have heavy orders on file for future shipment.

Traffic managers of the various glass concerns in this district have received copies of Vol. 1 of the proposed joint classification rules. Hearings will be before Commissioner Disk in New York August 5 and in Chicago August 12. The proposed classifications include carload rates on cut glass—something that has not been in effect heretofore. In the Southern territory jars have been advanced from second to first class. A reduction in the rate on decorated vases is proposed, and an advance is listed on plain vases. "Many of

the proposed classifications are favorable to both glass manufacturers and buyers," said one traffic manager here this week. Whether the district will have representatives at the New York or Chicago hearings has not been determined. This matter is now in the hands of a committee.

Local officials of the Glass Association will leave here Saturday night for Atlantic City to arrange details for the annual meetings and conferences scheduled for next week.

Among the 100% W. S. S. Clubs in the Wheeling, W. Va., district are those of the Hazel-Atlas Glass Co., H. Northwood Co., Wheeling Tile Co., and Wheeling Sanitary Mfg. Co. Other glass concerns there are fast approaching the top.

According to reports here, local building operations are about ninety per cent less than a year ago; hence the slow demand for lighting glassware. A similar state of things obtains throughout the country, it is said.

News of the death of W. L. Young at his home in Danbury, Conn., July 5, has been received here. Until January, 1917, he was for about ten years Eastern salesman for the Smith-Phillips China Co.

At a regular meeting of the board of directors of the United States Glass Co. a dividend of $1 per share, payable July 25, was ordered.

AT CHICAGO.

WHILE comparatively few out-of-town buyers have been here during the past week, an influx is expected in the near future. Department stores in the average towns of 10,000 to 15,000 persons in the corn belt are doing a whale of a business now, owing to the fact that the farmers are assured of high prices for their crops, and factory representatives here are only hoping that their factories will be able to fill the orders they confidently expect to send in.

* *

The jobbers of the city, headed by Albert Pick, are making an effort to have pottery placed on the list of essentials, but the result of their efforts will not be known for some time to come. It is said that the potters are debating the matter of cutting down their lines to essential articles only, and in the near future the domestic dinner set may contain fewer pieces by far than at present.

* *

Cut glass is in fair demand, and glass tableware of all kinds is moving well, in spite of the fact that prices are very high. The higher range of prices has not turned the trade to any extent to the use of cheaper ware, the proportion of sales in the different grades remaining about the same.

* *

John Jacklin, of the china and glass department of Harris, Emery & Stone, Des Moines, Ia., passed through the city last week on his return from a fishing trip in Wisconsin.

* *

Peter Rinkin has returned from his fishing trip at Owen Lake, Wis.

* *

Harry Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., is expected here in a few days.

* *

C. E. R. Roehling, of Pitkin & Brooks, has returned from Valparaiso, Ind., where he went to inspect the cut glass factory of the company at that point.

* *

Ed. Ertle, buyer of housefurnishings for Mandel Bros., will leave in a few days on his vacation. Charles Patterson, manager of the crockery and glass department, is also away on pleasure bent.

* *

E. E. Condon, of the Condon Cut Glass Co., Toledo, O., was in the city during the week.

* *

Julius Rosenwald, president of Sears, Roebuck & Co., and one of the "dollar a year" men, spent a few days in the city last week. He now makes his headquarters at Washington, D. C., having severed active connection with the business for the period of the war. Mr. Rosenwald may go to France before the end of the summer.

* *

Word reached the city this week that Lieutenant Eugene Jones, son of Ira A., of the Ira A. Jones Co., has brought down his first enemy aeroplane. He embarked for France only a few months ago.

* *

George Sedelmeier, who travels for the Crooksville (O.) China Co., spent a few days here last week.

* *

Cut glass and china clubs are rapidly going out of existence here, as a result of newspaper agitation against them. The newspapers charge that they encourage gambling among women, and do not give value received. Six discontinued business in the Englewood district alone last week.

* *

E. A. Harley, buyer for the Stiggleman Store, Topeka, Kan., was here looking over factory lines.

* *

Fred Bremmerman, of the St. Louis Glass and Queensware Co., paid a visit to the city early this week.

* *

A. H. McAnulty, of the McAnulty Co., who has returned from a business and pleasure trip through Indiana, says he was much impressed with the fine appearance of the crops. Everything will be bumper, he

says, with the exception of wheat, which will be a little short.

* *

Walter B. Andrews has returned to the city after completing his annual fishing trip to Wisconsin. He says he may make another trip a little later in the summer.

* *

Miss Julia Mann, buyer of glassware for Marshall Field & Co., is back in the city after visiting the potteries and glass factories in the East.

* *

Earl W. Newton is making a short trip through Middle Western territory.

* *

Ed. Downey, of the Brush-McCoy Pottery Co., is among the travelers expected to arrive here within the next few days.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	15	264	$129.39
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	13	321	134.34
Edward Boote	162	1099	949.76
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	485	221.25
Strobel & Wilken Co			7,162.14
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	947	274.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	66	236	332.90
U. S. Glass Co.	77	1084	582.00
C. Dorflinger & Sons	18	148	111.76
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	45	587	333.50
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	71	187.68
Ko Kozai		58	14.50
Theo. Haviland	22	36	100.30
L. Straus & Sons	845	1274	4,257.10
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	287	469	1,552.25
B. Illfelder & Co.	1	37	13.40
Empire China Works	71	851	$ 508.11
B. Strasburger	72	617	453.98
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	107	1269	762.28
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	52	378	312.25
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	218	6081	2,427.54
Geo. Borgfeldt & Co.	1434	1984	6,475.83
Wm. H. Plummer & Co.	8	114	61.86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	25	96	149.00
Vogt & Dose	2	269	75.61
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165.50
Bryce Bros	70	275	418.75
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	98	200	425.30
Rich & Fisher		179	44.75
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	15	100	87.55
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	7	315	108.00
Morris Sendar	22	634	250.24
M. Propp & Co			504.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50

HIS LINE.

PRESIDENT NELSON, of Smith College, whose humor is much enjoyed by the young women of that institution, recently told of an amusing experience he had when returning home from a speech-making trip. While in the observation car he and a traveling salesman were passing away the time in a chat. Just as the train was nearing the college professor's station the salesman in a burst of confidence said: "My line's skirts; what's yours?"

As he picked up his luggage and hurried out, Dr. Nelson called back: "So's mine."

FOUNDED IN 1874.

Crockery and Glass Journal,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 18, 1918.

SHOW WINDOW OPPORTUNITIES.

TO state that an effective window display is both an advertisement and a revenue-producer is merely to iterate a truism familiar to every dealer. It remains, therefore, to indicate the best means of improving the opportunities thus afforded.

First and foremost, the display should be changed often. How often depends largely upon the store's location. If on a main thoroughfare, where the crowd is ever-changing, it may remain a week without losing interest, as fresh people go by every day. But if it is situated in a neighborhood where the same pedestrians pass every day the change ought to be made more frequently. In such a case the transformation should be done at night, so that at least every other morning a new display is offered the passing public. This, of course, means work, and possibly expense; but it will pay. In every establishment there may be found someone who has the requisite taste and ability. Get the salespeople interested, and try them out. Offer a small reward for the best display made in a given time. Whatever latent talent there may be in the force will soon develop.

Never have two displays so nearly alike that the change will not be instantly noted. The greater the contrast with the preceding one the surer will be the attention bestowed on it by the passers-by. This may be effected in numberless ways. It isn't always the artistic window that brings the best results. An arrangement of brown earthenware cooking dishes will arrest the gaze as quickly as an array of the most costly china—which in turn may serve as a striking contrast to a window full of teapots or a glittering showing of cut glass.

In the matter of expensive goods, too many displayed at one time will rob them of exclusiveness. A handsome vase standing alone and apart from other goods looks valuable by reason of its isolation. The same is true of, say, rich service plates. Three are much better than a dozen.

Supplement your window advertising with newspaper announcements. One of the faults of the retail trade is its false economy in the use of printer's ink. A snappy "ad" in a small space, changed every day, will prove of great value, and together with attractive windows cannot fail in securing returns.

PERSONAL.

THE temptation to collect old horseshoes still clings to Henry Saul, of the Saul Mfg. Co. He simply can't resist picking up an old rusty shoe. He says you can fairly see the luck oozing out all over it. The latest addition to his collection was procured in Duluth on his last trip.

Wilbur I. Pomeroy, of the Horace C. Gray Co., who, with Mrs Pomeroy and Mr. and Mrs. Hammond, has been enjoying a vacation at Stony Brook, L. I., returned last Friday so that Mr. Gray might leave on his summer outing.

William R. Noe, head of William R. Noe & Son, accompanied by Mrs. Noe, left on Tuesday in his car for the family summer home at Booth Bay Harbor, Me. He usually gets away much earlier in the season, but the cool weather this year has kept him home.

G. Knox, with Cassidy's, Ltd., Victoria, B. C., left for home on Saturday night after a short sojourn here. It was his first visit to New York, and he was much impressed by its architectural features—the Woolworth Building with its cathedral effect appealing to him more than anything else. The week was all too short for him, and he will come again some time in the future for a longer stay.

K. Mogi and T. Hagiwara, of Mogi, Momonoi & Co., who have been in Japan for the past six months, are expected home the latter part of this week.

A. H. Ledden, representative of the Buffalo Pottery, has postponed until next week his visit to Ocean Grove, N. J., where he usually goes late in June or

early in July, as he had to go to the pottery to confer with Louis H. Bown. He will be back the latter part of this week.

Ed. Craig, manager of the United States Glass Co.'s New York office, received a card this week from Milton C. Hill, a former member of his staff, who is now in France with the American Expeditionary Force. He writes enthusiastically of his experiences. Mr. Craig is particularly proud of the young man, as he was the first volunteer in the New York crockery and glass trade after war was declared, having enlisted the day he became eighteen years old.

V. W. Rushbrook, with the Tajimi Co., will seek a rest during this week and next amid the beautiful surroundings of the Berkshires.

A. Abrams, until recently traveling man for the Robichek Co., has been engaged by William Reuter, manufacturer of lamps, shades, picture frames, etc., and will depart on a trip to the Middle West and the Coast about Aug. 1.

T. J. Finn, buyer for the Steiger-Cox Co., Fall River, Mass., was registered at the Martinique on Monday and Tuesday of this week.

J. Carl Underwood, salesmanager for Takito, Ogawa & Co., is spending this week in Baltimore and Washington digging up business, and, judging from his past achievements along this line, his efforts cannot fail to show results.

A pleasant little party of vacationists left for a two weeks' stay at Fleishmann's, N. Y., last Saturday. Besides Louis Klayf, buyer for Bloomingdale Bros., there were his brother, A. Klayf, with Koscherak Bros., and the latter's wife, of whom it is said that they are enjoying their second honeymoon.

S. A. Keegan, office manager for Cox & Lafferty, is enjoying a two weeks' tour in his car through the Adirondacks.

George Dougherty, commercial manager for the United States Glass Co., spent last Wednesday and Thursday in town, going over special matters with local manager Ed. Craig.

J. Lee Richards, buyer for Hale Bros., San Francisco, arrived in town last Thursday after making stops at East Liverpool and Pittsburgh. His stay will be shorter than usual, as he intends to again visit the potteries and glass factories, taking in those which he missed coming East. He says that the increase in his business over last year has been remarkable. Since arriving in New York he has received a report from the home office showing how far his sales for the six months ending July 1, 1918, surpassed those for the corresponding period of 1917, and he is therefore very jubilant.

E. L. Van Buskirk, with Morimura Bros., returned on Tuesday from an extended automobile trip which took in the Adirondacks and the Berkshires. He had a delightful time, in spite of the fact that it rained for a good part of his trip.

Alfred B. Evans, with Meakin & Ridgway, is enjoying his vacation at Ocean Grove, as usual.

Ernest B. Koscherak, of Koscherak Bros., is also a believer in an occasional rest. He expects to leave this week for a two weeks' sojourn in the Catskills.

Mrs. H. Nelson, better known to the lamp trade as Miss Ethel Wandres, for the past eight years stenographer in the Pittsburgh Lamp, Brass and Glass Co.'s New York office, resigned last week to occupy a temporary position with one of the local draft boards in the Bronx before retiring for good. She became Mrs. Nelson several months ago. Her pleasant personality will be greatly missed by visitors to the concern's salesroom.

"Lou" Reizenstein came here from Pittsburgh on Monday with his latest samples in decorated glassware. As usual, he is stopping at the Claridge, where he will make a display of his line for ten days or two weeks.

E. W. Hammond is back at his desk after a sojourn at Stony Brook, L. I., where, with his family, he kept house for a couple of weeks. He wound up his vacation with an automobile ride from Stony Brook to Montauk Point and back along the south shore. He got well tanned and has developed big muscles from rowing against the strong tide in the Sound.

S. S. Hicks has been engaged by J. J. Hines to fill the vacancy occasioned by the resignation of W. E. King. Mr. Hicks, who was formerly in the cut glass department of Geo. Borgfeldt & Co., assumed his duties on Monday morning.

H. Benedikt, who came home Sunday from a visit to the West, where he had been calling at the various factories he represents, attended a prayer meeting one night at East Liverpool, and one of the departing brethren changed hats with him. Contrary to the usual

procedure in such cases, the hat that was left was better than his own. It is a pity to spoil a good story; but the owner come back for it.

H. B. Harris, buyer for Marshall Field & Co., Chicago, arrived in New York on Wednesday morning, and met with a very welcome reception.

G. A. Clarkson, formerly with the Quaker City Cut Glass Co., has been appointed Philadelphia agent for the Central Glass Works, of Wheeling, Thomas Downs having given up the account.

William Wagner, formerly associated with the E. W. Hammond Co., writes from a camp somewhere in the South that he has been made first sergeant, and sees a second-lieutenancy in the near future.

NATURE'S GLASS.

DIAMONDS and charcoal are chemically alike. The emerald and the beryl are chemically almost identical, and both are very similar to glass in composition. Beryl is too abundant to be regarded as very valuable, though the transparent beryl called aquamarine because of its sea blue color is reckoned still as a precious stone. Among the ancients the beryl was highly esteemed. Some of the finest engraved gems, the work of Roman and Greek artists, are executed in beryl. In the Bible the beryl is always enumerated among the precious stones; it is mentioned in Ezekiel in his list of jewels; it is one of the twelve gems forming the breastplate of the High Priest; and is one of the twelve stones that adorn the foundation of the New Jerusalem.

When sand, soda ash and lime are fused under intense heat without the addition of any chemical or coloring matter the glass assumes a pale bluish-green color like that of beryl. We therefore call this natural uncolored product our beryl glass, says a writer in "Bottles," published by the Illinois Glass Co. Its color is uniform, remaining always the same, and its slight tint is particularly attractive for bottles for toilet preparations, extracts, medicines, etc.

The farther we get away from the natural blending of materials that produces the glass the more artificial and complicated the manufacture becomes. Because of this entirely natural fusing, beryl glass is more flexible in nature, of greater plasticity, and stronger or tougher. It flows into the shape more readily and does not string out or blow up thin at times, so that eqnal thickness of the walls and bottom (upon which the strength of the bottle depends) can be more certainly secured. Thus a greater degree of uniformity is obtained, and fewer defects are likely to appear. In addition to its strength, we recommend the beryl glass as the purest glass and best adapted for delicate products where there might be a slight danger of delicate chemical reaction.

In Europe the materials used in the manufacture of glass differ in their chemical composition from those of this country. The European "natural" uncolored glass, corresponding in this respect to our beryl, is very dark green in color, sometimes called imported color, as shown in the well-known claret and champagne bottles. In handling and storing delicate wines and champagnes the French have learned to accept this natural glass, free from chemicals and without artificial coloring, experience having taught them that this is the simon-pure product.

BOOK NOTICES.

"Department Store Merchandise Manuals—The Educational Director," by Beulah Elfreth Kennard; published by the Ronald Press Co.; price $1.50.

An effort is here made to place before the educational director of a department store the many-sided characteristics of his work, together with practical suggestions for educational and service plans. It is divided into fifteen departments, and, among other things, explains the duties of the educational director, gives directions for the organization of the force, the training of salespeople, the study of customers, the welfare and social interests of employees, and devotes a chapter to business ethics.

"Department Store Merchandise Manuals—The Glassware Department," by Mary A. Lehmann; published by the Ronald Press Co.; price $1.50.

This volume is devoted to the instruction of salespeople in the methods of manufacturing glass. There are four divisions, comprising many chapters, together with an introduction. Part I gives the materials used in the production of glass; Part II treats of cut glass and tableware; Part III, the methods of decorating; Part IV, the history of the industry.

Both books are 8vo., bound in cloth, printed on good quality heavy paper with clear type, and have some illustrations. Care has been taken to make them authoritative, and they will prove a great help to retail storekeepers. Should be read not only by the head of the house, but by all the employes.

"MONEY talks," said the man who tries to be severely practical.

"Better'n that," replied Mr. Dustin Sax, as he signed another Red Cross cheque. "My money has quit ordinary conversation and is learning to sing 'The Star-Spangled Banner.'"

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

After remodeling their plant at a cost of over $10,000 the T. A. McNicol Pottery Co. this week started manufacturing a general line of hotel ware. A complete equipment of improved stove rooms has been built in the clay shops, additional jiggers have been installed, and the general capacity of the plant increased about one-fourth. Arrangements are being made to fire all kilns with coal, and an immense quantity is being laid in. For the present the company will make plain white hotel ware only, although later a line of decorated may be announced.

* *

Kiln-drawers are playing their cards so that kilns have to be drawn on a basis where time and a half is demanded. There may be an incomplete crew in the morning, but a full force is available later in the afternoon. By thus forcing the drawing to be done after six o'clock in the evening the manufacturers have to pay just fifty per cent more for their labor.

* *

Among buyers visiting the local market within the past week were J. Lee Richards, for Hale Bros., San Francisco; J. W. Moses, for United China and Glass Co., New Orleans; Messrs. Lit and Goodwin, for Lit Bros., Philadelphia; Morris Bergman, New York; Nash Hardware Co., Ft. Worth, Tex.; Mr. Gilman, for Phillips-Buttorff Mfg. Co., Nashville, Tenn.; F. E. Nelson, for Central City Crockery Co., Syracuse, N. Y.; W. J. Alexander, Troy, N. Y.; W. G. Peterkin, for H. Leonard & Son, Grand Rapids, Mich.; Mr. Haines, for J. B. White Co., Augusta, Ga.; Mr. Kuhn, for the Kuhn Fivk, Ten and Twenty-five Cent Syndicate.

* *

Judging from present indications, hotel ware will be selling at list prices ere long. In some instances quotations are already fifteen off, and it is reported that others are higher yet.

* *

Many buyers who have visited this district of late say that "price prevailing at the time of shipment" is really an inducement to buy. This is taken to mean that the larger buyers are anticipating the future, and are making every effort possible to "cover."

* *

Cecil E. Taylor, of Philadelphia, Eastern representative of the Taylor, Smith & Taylor Pottery Co., has been spending a few days at the home office.

* *

A typographical error in the catalogue of a large jobbing house caused the price of an item in domestic pottery to be quoted one dollar per dozen higher than intended. The mistake was not discovered until orders started to come in, and then the head of the concern said he did know whether to "fire the printer or increase his salary."

* *

The present prices of pottery caused an old-established jobbing concern, through curiosity, to scan its books of the Civil War period. At that time no white ware was made in the United States. The records show the firm to have paid $2 per dozen for English white teas f.o.b. New York. The average prevailing price of this item in domestic pottery to-day is around $1.25 f.o.b. factory.

* *

"Liberty Border" is the name of a new decoration on the fancy shape of the Thompson Pottery Co., the first samples of which were shown this week. It has been catalogued as No. 1776. The design is a colored floral effect quite unlike anything of the kind on the market. It is to be had in either open stock or regular dinner sets.

* *

An improvement in the condition of Mrs. H. A. McNicol, president of the Potters' Co-Operative Co., who has been very ill at her home here for over a month, is reported.

* *

The potters in this locality will be liberal users of coal the coming winter. All factory managers are anticipating a greater shortage of gas than usual in the winter season, and in order to keep plants operating as

fully as possible large stocks of coal are now being contracted for, delivery to be made as soon as possible.

* *

The manufacturing of bisque doll heads gives promise of being an important addition to the pottery industry. Two new concerns are about to start here. One concern of this character has been making the line here for about a year, and has been doing a very successful business.

* *

In one of the larger Southern cities the Board of Health ruled recently that all cracked ware would hereafter be prohibited in public eating houses. When officials started to enforce the ruling they were told that it would be gladly lived up to if new ware could be obtained. An investigation into their inability to secure from the potteries sufficient hotel ware to replace the imperfect goods caused the order to be held up for the time being at least.

* *

The question of a wage increase for general ware operatives was not touched upon at the Atlantic City Convention, the present wage agreement running till October 1. Nevertheless, a request will be made by the Brotherhood for a voluntary advance by the manufacturers, and a conference between committees representing both sides is expected to be arranged shortly.

* *

Suit for $288,446 was filed in Common Pleas Court at Pittsburgh on Tuesday by the American Dressler Tunnel Kilns, Inc., against George H. Holt & Co , of Chicago, manufacturers and selling agents of the kilns.

FAIR DEALING IN FOREIGN TRADE.

THERE is encouragement, for those who believe in fair and honest competition for business, in the assurance that whatever is to be done in foreign trade after the war will have to be open and above board. This does not augur well for Germany, whose pre-war methods were the reverse, as all the world has since found out. Aside from the more obvious tricks, such as dumping goods below cost into countries in order to destroy industries in them by underselling, the giving of bounties and subsidies, the counterfeiting of trademarks, etc., there was another form of what was euphemistically called "peaceful penetration." Trained men, who were virtually commercial spies, were sent abroad to obtain positions in banks, insurance companies, factories, and business houses doing an export trade, says the New York "Times." They agreed to work for small wages or salaries, and this helped them to secure employment. Their temperance and diligence also commended them to their employers. They used their positions in order to obtain information of foreign customers and of manufacturing and other methods, which was regularly transmitted to the Intelligence Bureau at Berlin. With the aid of the information thus obtained, which was turned over to the German cartels

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SALESMAN thoroughly equipped with experience and successful business acquaintance among principal buyers desires appointment with manufacturer of lamps and shades prospective to arrange for extensive or local travel. Address A 176, this office.

BUYER—ten years' experience in china, glass and pottery—open for position August fifteenth. Draft exempt. Address A 177, this office.

BUSINESS OPPORTUNITIES.

WANTED—A live-wire manufacturer's agent to sell on commission line of thin blown cut tumblers and other popular-price articles of cut glass in and around Boston, Philadelphia, Baltimore, St. Louis, New Orleans, San Francisco. Address O. K., this office.

FOR SALE.

EQUIPMENT OF CUT GLASS FACTORY FOR SALE.—Frames, hoppers, shafting, pulleys, belting, etc. Either as a whole or any part desired. Also a fifteen horse power gas engine. All at very low price. Address BARGAIN, this office.

SALT and PEPPER SHAKERS.

LIGHT AND HEAVY CUTTINGS.

In great variety. Popular prices. Ready for immediate delivery.

EDW. H. D. ECKERT, 156 Fifth Ave., New York.

WE MAKE ESSENTIALS.

The Sterling China Co.,

Wellsville, Ohio,

MAKERS OF

VITRIFIED HOTEL CHINA.

Cups, Saucers, Dairy Mugs, Bowls, Bakers, Cream Pitchers, Individual Butters, etc.

All sales made through the

F. F. DeBOLT COMPANY,

EAST LIVERPOOL, O.

(Mail or telegraph inquiries for all lines of pottery and glass promptly attended to.)

or trusts, secret processes were stolen and customers were detached from those with whom they had been dealing. Methods of this kind, which were very effective in adding to the volume of the German foreign trade, cannot be resorted to in the future. Exposure has killed the system, and penal laws will prevent its rebirth.

WE ARE GETTING THERE.

EFFORTS of the United States to render itself independent of outside producers of potash have commenced to take very tangible form and to assume substantial dimensions. In 1914, before foreign importations were interfered with by war conditions, there were received from outside sources, principally Germany and India, 237,886 tons of muriate of potash and 45,139 of sulphate of potash, a total of 283,025 tons. In 1915 importations had declined to 124,584 tons, in 1916 to 4,553 tons and in 1917 to 1,267 tons. In the last-named year the United States had so far developed its own production as to put on the market 28,000 tons, or about ten per cent of its normal importations; and production is increasing by leaps and bounds.

The United States is doing all in its power to increase the production of potash; but it is an expensive and necessarily slow proposition, because most of the supply is obtained from the lakes of California, New Mexico, Utah and Nebraska by a complicated evaporation process. This is being improved and extended as rapidly as possible, and it is anticipated that this year at least 50,000 tons of the precious mineral will be obtained in this country.

The German potash deposits are in mass and it is mined like coal. The richest deposits in Germany are hundreds of feet thick, and it is mined at great depth.

The United States will naturally have to protect the new industry substantially after the war, if it is desirous of competing with German importation, says the "American Economist." The difficulties of competing with Germany can readily be seen, for the commercial value of potash produced in this country in 1917 at point of shipment was $4.36 per unit of twenty pounds, against 48 cents for that formally imported in a normal year.

The Nebraska alkali lakes furnished one-third of the 1917 production in this country, and this State's lakes constitute the leading source here.

The du Ponts have been obtaining about 10,000 tons annually during the past three years from a process of extraction from nitrate are at their plant in Chile. This product contains twenty-five per cent of potassium

The Line of Constant Surprises.

More new shapes and designs in

LAMPS and SHADES,

including popular-priced novelties. Our continuous creation of new styles makes this line one of never-ending interest.

TAKITO, OGAWA & CO.,

99-101 Fifth Avenue, New York. **325-31 W. Madison St., Chicago.**

nitrate, or about 1,200 tons of pure potash. An official of the du Ponts points out that there are 200 plants is Chile capable of turning out potash from this prcoess. If all these plants did work similar to the du Pont plant they could turn out 240,000 tons of actual potash annually. The du Pont chemists are working to improve this process, which extracts one-third of the potash from the nitrate, and the total extracted undoubtedly will soon be increased. People interested in potash in this country are urging the utilization of this process in Chile, which would mean much for future competition with Germany.

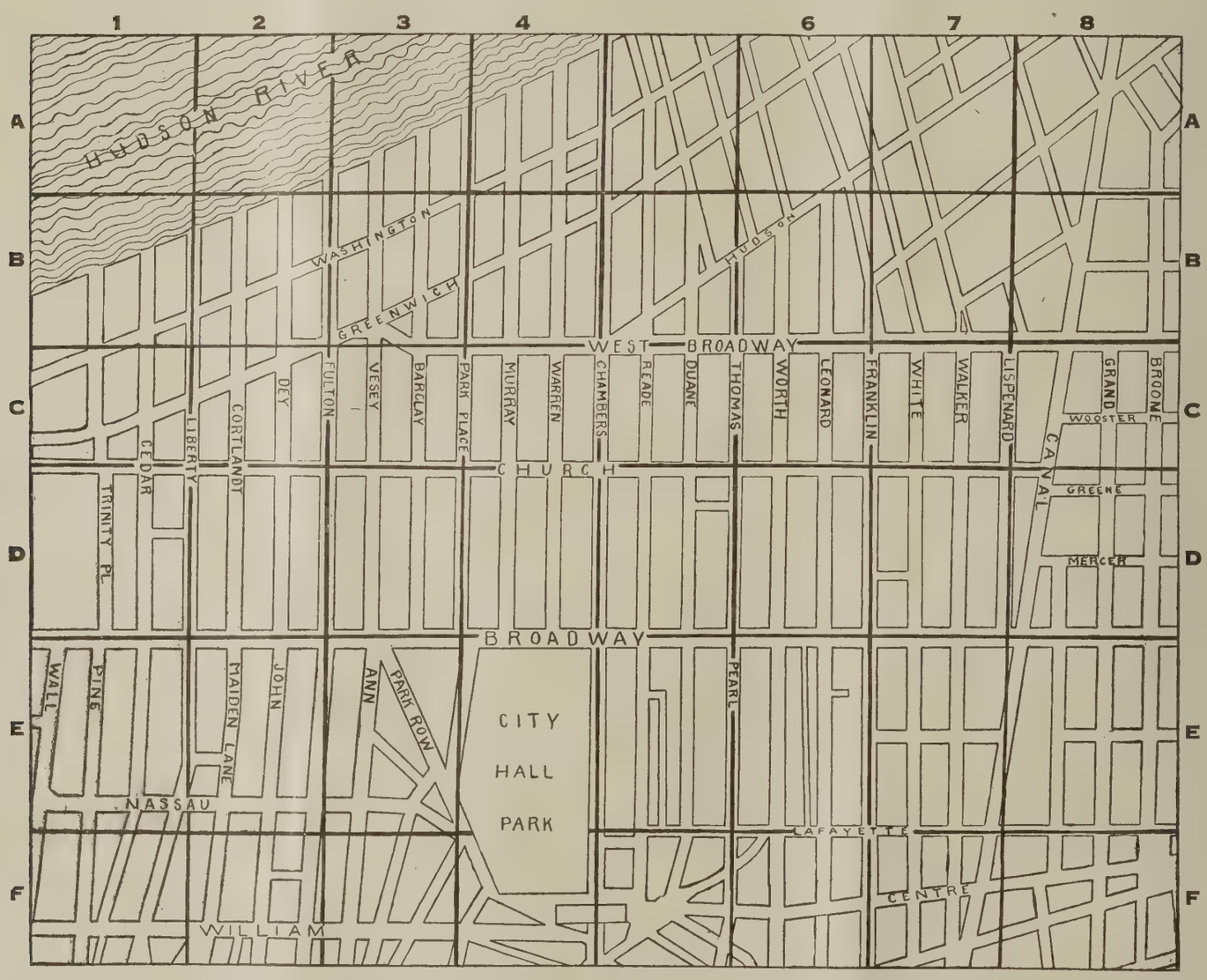
CONVERTING A PACIFIST.

TWO negroes were discussing the possibilities of being drafted, and one of them said:

"'Taint gwine do 'em any good to pick on me. Ah suttinly ain't gwine do no fightin'. Ah ain't lost nothin' oveh in France. Ah ain't got any quarrel with anybody, and Uncle Sam kain't make me fight."

"You's right," said the other. "Uncle Sam kain't make you fight. But he kin take you where de fightin' is, and after that you kin use yo' own jedgment."

Locations of Firms in the Downtown District.



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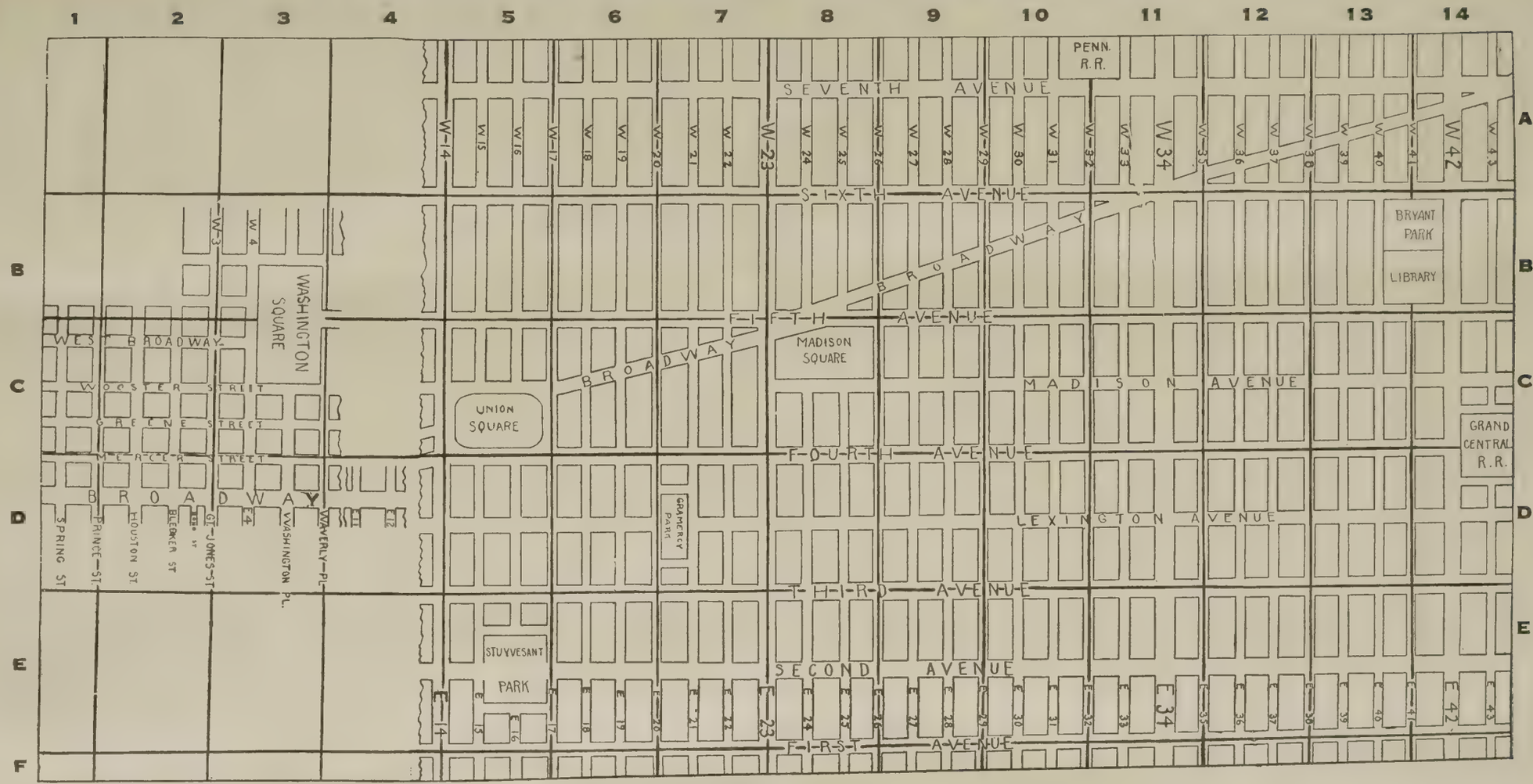

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CROCKERY and GLASS JOURNAL

NEW YORK, JULY 25, 1918.

GLASS MANUFACTURERS AT ATLANTIC CITY.

THE attendance at the forty-second annual convention of the American Association of Flint and Lime Glass Manufacturers was the largest in more than twenty years. The members began to arrive on Friday and Saturday by train and automobile, the majority being there by Sunday, leaving only a scattering few to come in on Monday morning.

A preliminary meeting was held in the basement of the Marlborough-Blenheim at ten o'clock—the regular one, for the election of officers and other business, being called for one o'clock.

The latter was preceded by luncheon, at which were the following:

N. Kopp, Pittsburgh Lamp, Brass and Glass Co.
John Kunzler, Actuary, Pittsburgh.
L P Martin, Lancaster (O.) Glass.
E. J. Barry, Libbey Glass Co.
Thos. Evans, Macbeth-Evans Glass Co.
Marshall W. Gleason, Gleason-Tiebout Co.
H. A. Black, speaker of the day.
Arthur J. Bennett, Cambridge (O.) Glass Co.
W. A. B. Dalzell, Fostoria Glass Co.
E. P. Ebberts, Phoenix Glass Co.
H. B. Duncan, Duncan & Miller Glass Co.
Marion G. Bryce, U. S. Glass Co.
J. G. Kaufman, "China, Glass and Lamps."
J. F. O'Gorman, "Pottery, Glass and Brass Salesman."
Geo. M. Jaques, CROCKERY AND GLASS JOURNAL.
A. W. Kimes, "National Glass Budget."
George Dougherty, U. S. Glass Co.
Andrew P. Duncan, Duncan & Miller Glass Co.
Wm. F. Dorflinger, C. Dorflinger & Sons.
A. H. Heisey, A. H. Heisey & Co.
R. G. Hemingray, Hemingray Glass Co.
E. Wilson Heisey, A. H. Heisey & Co.
F. L. Fenton, Fenton Art Glass Co.
George R. West, Westmoreland Specialty Co.
Geo. A. Steele, Gillinder & Sons.
E. A. Gillinder, Gillinder & Sons.
Jas. M. Lewis, Consolidated Lamp and Glass Co.
Howard C. Jenkins, D. C. Jenkins Glass Co.
D. C. Jenkins, D. C. Jenkins Glass Co.
I. J. Collins, Hocking Glass Co.
C. L. Gaunt and F. W. Merry, Indiana Glass Co.
R. C. Faris, Belmont Tumbler Co.
W. H. McClure, Hazel-Atlas Glass Co.
Henry Lemier, Central Glass Works.
Edw. J. Shaub, Central Glass Works.
A. B. Paxton, Hazel-Atlas Glass Co.
H. L. Heintzelman and K. A. Rock, Monongah Glass Co.
W. W. Davies, Superior Glass Mfg. Co.
Harry S. Potter, Wellington Glass Co.
Harry Northwood, H. Northwood Co.
C. B. Roe, Fostoria Glass Co.
C. M. Rodefer, Rodefer Glass Co.
C. E. Voitle, Assistant Secretary Nat. Association.
A. J. Smith, McKee Glass Co.
Jas. F. Challinor, U. S. Glass Co.
Reuben Haley, U. S. Glass Co.
Thos. W. McCreary, Phoenix Glass Co.
J. Harvey Strong, Gill Bros. Co.
J. E. Kewley, Euclid Glass Division.
E. O. Cross and J. P. Goggin, Nat. Electric Lamp Works.
H. A. Schnelbach, Jefferson Glass Co.
Edward E. Bartlett, Bartlett-Collins Glass Co.
E. J. S. Van Houten, Williamsburgh Flint Glass Co.
Howard S. Evans, Macbeth-Evans Glass Co.
John Beiswanger, Gill Bros. Co.

After all had taken their seats President Gleason made a little speech of welcome and concluded by asking the guests to rise and drink (in cold water) the health of Woodrow Wilson, President of the United States.

MENU.

Little Neck Clams

Pickles Olives

Mulligatawny Soup

Roast Lamb Baked Potatoes

Tomato Salad

Ice Cream Cake

Coffee Cigars Cigarettes

A little after two o'clock President Gleason called the company to order. He said that he was glad to see such a large attendance. It showed that the members were taking deep interest, and argued well for the future of the Association. "At previous meetings it has been the custom of the Association to transact its business before the speakers were heard," he continued. "That meant that our guests had to sit through a lot of routine matters that did not interest them at all; and I therefore propose that this time we change the procedure, and have the speaking first. We have a gentleman with us to-day who will speak on 'The Trade Acceptance.' Through the courtesy of Louis E. Pierson, of the Irving National Bank, New York, we shall have the privilege of listening to a gentleman who has made trade acceptances a study, and it gives me great pleasure to introduce to you Mr. Black, of Alexander Bros., Philadelphia."

Mr. Black prefaced his formal speech with the statement that while he was not an expert, he possibly knew more about the subject than many others. "The war," he said, "has shown us the need of co-operation. We must utilize every dollar, and my paper on trade acceptances will, I trust, show you how you may conserve many of them."

ADDRESS BY H. A. BLACK.

I am not unmindful of the fact that I have been honored by an invitation to speak to you on the subject of Trade Acceptances, and to that subject I shall presently address myself. These are days, however, when it is difficult to refrain from saying something on another subject, one which is claiming not only our time and attention, but our bodies and souls as well. They are days when certain words and phrases of national significance are upon the tongues of everybody; we speak fervently of patriotism, of loyalty, of devotion to our country and to our colors; we speak in glowing terms of this "land of the free and home of the brave," and with all the force of our beings express our unutterable loathing of the Imperial paranoics and butchers across the water, who have brought suffering, horrors and losses untold upon peaceful and liberty loving peoples.

We do more than talk. Hundreds of thousands of the flower of our young manhood and womanhood are backing up their patriotic instincts, with their lives, and all of us are ready to sacrifice and be sacrificed for the land of our birth and for the God-given institutions which we all hold dear.

The man or woman whose pulse does not beat faster, and whose blood does not run hotter at the remembrance of all the wrongs, sufferings and losses which we, in common with our gallant allies, are now needlessly enduring, because of the hellish ambitions of the most colossal egotist with which this world has ever had the misfortune to be cursed, is not worthy of being called a citizen of the good old U. S. A. To remain untouched and unmoved in these momentous days of our country's peril would be to proclaim us poltroons and ingrates.

The present is an especially opportune time to consider the adoption of Trade Acceptances, because the need of utilizing commercial credits in every practicable way is being increasingly accentuated by the unusual and growing demands upon us created by the world war. The United States has entered upon a period when its own economic salvation as well as its ability to help needy nations depends largely upon the manner and extent to which it marshals and utilizes its credit and other resources. National needs demand that every dollar of credit and capital be utilized to the practicable limit; that they be kept busy—all the time—and be made to yield all possible dividends. Methods of finance, no less than methods of production and distribution, should be efficient, economical, profitable.

It is not the guns or armament
  Or the money they can pay,
It's the close co-operation
  That makes them win the day;
It is not the individual
  Or the army as a whole,
But the everlastin' team-work
  Of every bloomin' soul.

The subject of Trade Acceptances is increasingly compelling the attention of thoughtful business men. It is compelling their attention because it is a vital and integral part of the Federal Reserve System, which all students of finance agree is here to stay, and which they further agree is the most constructive piece of financial legislation ever enacted in this country.

Four years ago we were working under the old National Bank Act, an admittedly incomplete and inadequate financial system. In the short space of four years we have advanced to a system which no less an authority than Sir Edward H. Holden, Governor of the largest bank in England, says is the best in the world.

We have made particular progress in the improvement and development of our commercial credit methods. Credit has rightly been called the "life blood of business," and the framers of the Federal Reserve Act planned for the broader and safer development of our credit system, and for the utilization of the country's merchandise as a basis of credit, in its provisions for the discounting of Trade Acceptances at preferential rates. They also planned for an elastic currency system—one that will help provide funds as they are needed by business, both as regards volume and locality, thereby minimizing and possibly preventing periods of money stringency and commercial depression.

The need for greater mobility and elasticity in our monetary system was long and keenly felt prior to the adoption of the Federal Reserve Act. The framers of that act in devising the Federal Reserve system laid solid foundations for these two essentials by providing for a currency secured by commercial paper. The volume of business in a given community, or in the country as a whole, governs the amount of commercial paper in use, and a currency based thereon must contract or expand or flow to the section where needed, this providing the essential elements of elasticity and mobility.

In view of the fact that the Trade Acceptances is a draft designed to cover original commercial transactions only, it must be apparent that it is at once the safest and most representative form of commercial paper extant. When it is recalled that Federal Reserve notes may be

issued against gold, or gold and trade paper combined, on the basis of 40 per cent of the former to 60 per cent of the latter, it becomes evident that the increased use of Trade Acceptances assists in giving elasticity to our currency system, and in making it quickly responsive to the needs of business, to the extent to which they are used as security for Federal Reserve Notes.

This credit instrument is not entirely new to this country, a draft with a somewhat similar form and intent having been used advantageously prior to the Civil War. It is, therefore, not an experiment with us, and is now and long has been a vital part of the credit and financial systems of Canada, England, France and Germany. Prior to the passage of the Federal Reserve Act, however, our own financial system included no adequate provision either for discounting Trade Acceptances in large volume or for rediscounting them, consequently there was no broad market for them and little incentive to promote their use.

Under present commercial methods manufacturers, merchants and others are obliged to carry open book accounts in large volume. This is a costly practice, requiring a use of capital that is neither prudent nor profitable. A general adoption of the Trade Acceptances would remedy this condition by substituting a negotiable instrument for non-negotiable book accounts. It would also tend to minimize the abuse of the cash discount system, decrease the percentage of borrowings to business done (thereby promoting business), discourage the hypothecation of Accounts Receivable, mutually benefit both buyer and seller, and thereby facilitate trade extension.

It is from this standpoint—as a substitute for the illiquid open book account—that the Trade Acceptance method should be considered primarily. It should not be considered as a competitor of, or as designed to supersede, any present cash or credit instrument. It is not a promissory note, neither is it a sight draft. Its special functions and characteristics as a credit instrument, designed to cover original commercial transactions only, differentiate it from both of the former two.

The irregularities resulting from the open book account are both numerous and serious, but most all of them would be eliminated, or at least greatly mitigated by the adoption of the Trade Acceptance. For example: There is a surprisingly large number of business men who pay their bank loans with scrupulous fidelity, and yet either premeditatedly or carelessly "take their own good time" in paying certain of their creditors who they know will wait. They think nothing of taking twenty, thirty, sixty and even ninety days extra time—without the payment of interest—and usually without the desire or the consent of the seller. This utter disregard of obligations, which should be considered as definite and binding as those contracted at banks, sometimes leads to the failure of the "easy" creditor, and always reflects adversely upon the business ideals and credit standing of the purposely or carelessly tardy debtor. Any system or method which will eliminate or greatly minimize this unfair practice must naturally commend itself to thinking business men.

The claims of the Trade Acceptance to consideration and distinction lie not only in its value as a corrective and in the ease, economy, and profit with which it may be applied to nearly every kind of business, but also in the fact that its use automatically makes for bigger, better and sounder business through the logical and safe development of that great national asset—commercial credit. It makes for both flexibility and stability to have in our financial system a credit instrument which may be used to represent newly created values, and yet may be so promptly and surely redeemed that credit inflation is impossible.

The first question which naturally presents itself is "What is a Trade Acceptance?" This, I believe, to be a most important question because our understanding of any given subject depends largely upon the clarity and accuracy of definitions.

A Trade Acceptance is a self-liquidating draft or order to pay, *drawn* by the *seller* and *accepted* by the *buyer*, and represents transactions in merchandise only, which fact must be stated on the face of the draft. It is a method whereby sound assets, represented by open book accounts, may be readily converted into immediate means of payment through discount at preferential rates.

Further defining the instrument, and speaking negatively:

It will not make a bad debt good.

It will not make an honest debtor out of one who is dishonest.

It is not designed to displace the promissory note.

It is not designed to supersede the sight draft, with bill of lading attached, or not attached.

It is not designed to usurp or take the place of any present cash or credit instrument.

These negative definitions naturally raise the question, "What is the primary purpose of the Trade Acceptance Plan?"

The primary purpose of the Trade Acceptance plan is to utilize the country's merchandise as a basis of credit by substituting the negotiable Trade Acceptance for the system of non-negotiable book accounts.

The far-reaching effects of the success of such an effort may be estimated when we remember that the amount of business to which the Trade Acceptance is more or less adaptable in this country is represented by approximately $4,000,000,000 worth of open book accounts.

Right here the thoughtful business man is likely to ask, "Well, what are the real objections to open book accounts?"

In order that I may be brief and to the point, let me read some of the objections usually advanced against the open book account system, and show wherein the Trade Acceptance plan is superior:

Open book accounts are not surely payable on any definite date. A Trade Acceptance is payable on a definite date, or discountable at a preferential rate on any previous date.

Payment of an open book account is easily deferred. The custom of having sales terms requiring that accounts be closed promptly, either by cash or by Trade Acceptances, would remove this objection.

Open book accounts are temptations to slow payers to take unearned cash discounts. This objection also would be removed through prompt settlement by Trade Acceptances.

Fear of offending a customer, or of endangering a past due account, frequently results in the extension of unwarranted credit, both as to time and amount. Definite settlement terms, including Trade Acceptances, would eliminate this fear. They would also remove automatically practically all excuses for delays in making settlements.

Open book accounts frequently are costly to collect, because of sales terms' abuses, time extensions, letters, statements, postage, etc. These costs would almost be eliminated if sales transactions were promptly closed by Trade Acceptances.

The "Accounts Receivable" item on a financial statement is usually accepted at only 50 per cent of its face value by bankers because the approximate liquidated value of the asset is not apparent. If the item were Trade Acceptances Receivable it would represent, among other things, the pledged word of creditors in settlement of commercial transactions only, and the probabilities for prompt and full liquidation would be apparent.

Open book accounts tie up capital for indeterminate periods. If accounts were closed by cash or by Trade Acceptances, the length of time such capital remained inactive would be decided by the seller and not by the purchaser, as at present.

The open book account, from a legal standpoint, is a lax method of doing business, providing the seller with no adequate evidence of complete and satisfactory sales transactions. Trade Acceptances do provide such evidence, without affecting just claims.

Some very pertinent questions very naturally present themselves at this point. First, in what other ways do Trade Acceptances help a man in his business as a seller? Briefly:

They convert non-negotiable book accounts into negotiable—therefore, quickly available—assets.

They are a deterrent against overselling. Sellers are less likely to oversell those who neither discount nor sign Trade Acceptances.

They reduce losses from bad debts. The seller who has a Trade Acceptance in hand is likely to be given preference by the slow payer.

They discourage the "returned goods" evil, which the book account method fosters.

They are two-name paper and should, therefore, be more acceptable to the banks than single-name paper.

They are discountable at banks at preferential rates, and are, therefore, cheaper than single-name paper.

They tend to limit borrowings to actual rather than to estimated needs, and thereby save interest charges.

They improve financial statements to the extent to which they minimize unexplained Accounts Receivable; and further, they indicate commercial transactions with customers willing to obligate themselves definitely to pay on schedule time.

In what way will Trade Acceptances help one in his business as a buyer?

They increase his sense of responsibility as regards definite financial obligations, therefore:

They incite to forehanded financial planning.

They are deterrent against overbuying. Overbuying frequently is due to an effort to stock up to the limit of credit. A buyer giving Trade Acceptances would have a compelling reason to purchase only to the limit of his ability to pay as promised.

They improve his credit standing with vendors by putting him in a class of preferred buyers. (He relieves his creditors from the necessity of financing him for long periods.)

They tend to secure better terms through time, credit and other concessions. The time buyer who settles his obligations promptly by Trade Acceptances has reason to expect terms either as good as, or closely approximating, those given to cash buyers.

"Trade Acceptances Payable" on a financial statement, instead of "Accounts Payable," indicate (a) recent merchandise transactions; (b) approved financial methods; (c) decision to pay promptly; all of which a banker will naturally regard favorably.

Under the open book account method a buyer's credit is often undefined and uncertain. Definite Trade Acceptance terms would reverse this condition; he would know on what he could depend.

By always meeting Trade Acceptances when they fall due a business man would fairly quickly establish a valuable credit standing, not only with his creditor, but also with his banker, who could not fail to note both the character of his customer's obligations and the promptness with which they were settled.

It enables the buyer—and also the seller—to finance transactions fully which a bank would ordinarily finance for only two-fifths of its value, if at all; i. e., 50 per cent of say Accounts Receivable, minus 20 per cent balance of loan which remains on deposit.

Finally, the buyer may receive as well as give Trade Acceptances, and therefore, secure their dual advantages.

Right here an important basic question is raised. What rightful and mutually profitable advantages enjoyed under the open book account system are lost by either party by the adoption of the Trade Acceptance plan?

None; the Trade Acceptance is not intended as a substitute for any present cash or credit instrument or mutually profitable practice. It is intended as a negotiable substitute for the sound assets represented by non-negotiable book accounts. These accounts, in negotiable form, are equivalent to available capital, and the business house that can realize at will upon its Accounts Receivable is, therefore, in a better position to assist really worthy customers than it would be if operating under the book account system.

A few more questions of importance, and I shall have concluded.

In what respect do Trade Acceptances differ from (a) Promissory Notes, and (b) Sight Drafts?

(a) A promissory note is a promise to pay, and is given for either a debt or a loan. It is not designed for the transfer of funds. It is drawn by the debtor and does not necessarily represent a commodity transaction. Unless they contain or are accompanied by evidence that they represent commodity transactions they are not eligible for discount at preferential rates at member banks, nor are they eligible for rediscount at Federal Reserve Banks.

(b) It is considered that sight drafts for collection of open accounts reflect on the credit standing of the drawee. They are not payable on a definite date. With the sight draft with bill of lading attached the title to the goods remains vested in the seller until the draft has been paid—at some indefinite date.

On the other hand, Trade Acceptances are drawn on the purchaser by the seller. They are orders, not promises to pay. They represent recent commodity transactions, and cannot be given in payment of either a loan or past due account. They are, therefore, to all intents and purposes, self-liquidating paper, and as such are eligible for discount at member banks. The title to the goods passes to the buyer when the transportation company gives evidence of having received them.

Finally, the rule limiting the loaning privilege of a bank to any one borrower to 10 per cent of its capital and surplus does not apply to Trade Acceptances, which may be discounted practically without limit.

What is the meaning of the term eligibility as applied to Trade Acceptances—the quality which makes the instrument eligible for purchase by Federal Reserve Banks?

(a) The draft must show on its face that it represents a commercial transaction.

(b) The date of maturity at time of purchase or discount must not exceed ninety days, exclusive of days of grace, excepting when it represents a transaction in agricultural products or in live stock, when it may have a maturity of six months.

(c) The draft must be endorsed by member bank, or be accompanied by satisfactory evidence of the financial condition of the parties thereto.

What is the usual method of procedure?

To make out a Trade Acceptance, of the same date as invoice, for net amount, and mail it to customer with the invoice, on which it stated special terms, if any, offered for prompt acceptance and return of draft. Special terms, which frequently are time extension, may be either net or with such change of discount as would be compatible with regular terms.

(In view of the general unfamiliarity of business houses

with this form of commercial paper it would probably be well for a while to send a form letter with each draft calling attention to the advantages of the plan.)

There is no rule. If invoices are large, it might be better to send individual drafts, otherwise several invoices might be included in the amount of one draft. Some business houses send drafts for amount and average date of enclosed weekly, semi-monthly or monthly statements. The procedure should be determined largely by sales terms and the credit standing of the buyer.

Should Trade Acceptances be sent to customers who discount?

There would seem to be no sufficient reason for doing so, unless the discount period were an unusually long one.

May a Trade Acceptance be renewed?

Not without violating the intent of the plan, which is to have the instrument cover original transactions only. If the acceptor found that he could not pay he could probably arrange for an extension by giving a promissory note.

In what respects are Trade Acceptances preferable to single-name paper?

(a) They contain the names of two responsible parties instead of one.

(b) They are more readily negotiable than single-name paper.

(c) They have a lower rate of discount.

(d) They are self-liquidating.

How do discounted Trade Acceptances affect a company's line of credit at its bank?

Trade Acceptances at the present time are looked upon as a part of the line of credit, but most banks are willing to discount a larger volume of Trade Acceptances than of single-name paper, because of the additional security represented.

Have Trade Acceptances any special legal advantages over open accounts?

Yes; for example, in suing to collect an open account, the vendor is required to prove the correctness of the book entries. This is not always an easy task. Trade Acceptances would, in most cases, be prima facie evidence of contract, delivery and receipt.

How should Trade Acceptances be shown on Financial Statements to banks and others (a) by holders; (b) by acceptors?

(a) Holders should list them as "Trade Acceptances Receivable." The amount of discounted unmatured Trade Acceptances should be shown in a foot note (not listed) on the statement. They are contingent liabilities.

(b) Acceptors should list them as "Trade Acceptances Payable." They are, of course, quick liabilities, but they do not impair a financial statement; in fact, they improve it to the extent to which they reduce the amount of unexplained notes payable and accounts payable.

The argument is advanced that there is little difference between the open account and the Trade Acceptance Plan as regards the amount of capital required to do business. "A" now gets credit through his open account with "B," and extends the same credit to "C"; under the Trade Acceptance plan "A" would neither get or give any advantage.

The reasoning is fallacious. "A" does not relinquish the value of his open account with "B." He gives his Trade Acceptance in settlement and thereby gives evidence of his intention to pay his obligation on schedule time. "B" discounts this "evidence of intention," and this enables him not only to finance with certainty, but also to keep borrowings at the minimum.

In what way will they help provide funds as needed (a) individual business; (b) general business?

(a) They may be discounted as soon as received, or only as funds are needed, thereby minimizing discounts costs.

(b) When they come into more general use they will represent fairly accurately the fluctuations and demands of business credit both as regards locality and volume. Trade Acceptances will be discounted in large volume by member banks, and their Reserve Banks will rediscount and supply them with needed currency.

Why is a consideration of the Trade Acceptance plan, with a view to adopting it, a civic duty?

For at least three good reasons: First, because it is a Federal measure, designed solely in the interests of business; second, because it would be unpatriotic as well as unbusinesslike to oppose, without investigation or trial, a measure which it is believed must ultimately benefit all; third, both directly and indirectly it is an aid to general business, and, therefore, to the prosperity of the country.

It is not claimed that the Trade Acceptance is a cure for all financial ills, but it has been tested sufficiently in practice to enable us to judge fairly and accurately of its ultimate value to us. The numerous and critical tests which thus far have been applied have not disclosed any weaknesses and it seems safe, therefore, to conclude that, when used within the scope of intent, with such modifications and changes as the times demand, the plan will perform all that is claimed for it.

The room had become so warm and the air so close that it was deemed advisable to adjourn to the basement, where there was a little breeze.

Here the roll was called and the minutes of the previous meeting read, and then Mr. Gleason announced that the next business would be the election of officers, and appointed Messrs. Hunter, Duncan, Beiswanger and J. Howard Evans as a committee on nominations.

The treasurer's report was read and proved very satisfactory.

The nominating committee returned and said it was the unanimous opinion of the members that the present incumbents be continued in office for another year. They are as follows:

President, M. W. Gleason; first vice-president, N. Kopp; second vice-president, M. G. Bryce; treasurer, E. P. Ebberts; secretary, John Kunzler.

Board of Directors—M. W. Gleason, N. Kopp, M. G. Bryce, W. F. Dorflinger, W. A. B. Dalzell.

In a very short but pretty speech Mr. Gleason thanked the members for the honor they had conferred on him. He said he felt gratified at the expression of their confidence in his administration; but assured them that the success achieved had only been through their co-operation.

Marion G. Bryce, Nicholas Kopp and E. P. Ebberts also returned thanks for their re-election.

The meeting then went into executive session and listened to the reports of the Tariff Committee, the Freight Committe, and the Committee on Packages.

The discussion on packages was very animated, and the question was gone into more thoroughly than ever; but owing to a clause in the constitution and by-laws calling for a referendum vote, decision was necessarily deferred until such vote could be taken. It is expected that the action of the Association in the matter will be made known within a week.

On motion of Marion G. Bryce, seconded by half a dozen members, it was resolved that no action be taken by the Association in the matter of trade acceptances, their adoption being left to the discretion of the individual firms.

NOTES.

For the first time in many years the Hemingray Glass Co. was represented by Mr. Hemingray. He was accorded a warm welcome.

Major Heisey was present in all the glory of his youth, immaculately dressed, as always. He doesn't look fifty, although there are some who think that he is perhaps a little more. But no one really knows. It is said that Mr. Heisey acknowledges fifty-six.

Treasurer Ebberts is a "good old scout," and his promise to keep a strict watch on the momies of the Association was not needed. But it sounded good, all the same.

Marion G. Bryce, who can be humorous when he wishes, brought forth laughter and applause each time he had occasion to refer to his election as second vice-president.

Victor G. Wicke has strong convictions on most subjects, and is not afraid to express himself. He is a good speaker, and always holds the attention of his audience.

It was very gratifying to see so many members present. There was a preponderance of young men this time, although the veterans—like Thomas Evans, A. H. Heisey, and W. A. B. Dalzell—were on hand as usual.

J. Howard Fry, C. H. Blumenauer and Victor G. Wicke were not present at the luncheon, but came into the meeting that followed.

It would seem as if the glass manufacturers always picked out the hottest time of the year for their convention. The writer has been present at every one of them for forty-one years, and has invariably found the weather extremely hot during the convention period. And when it is hot in Atlantic City it is red-hot.

RECENT CUSTOMS DECISION.

SILK candle shades imported by R. H. Macy & Co., this city, were returned by the Customs Appraiser as articles made in part of trimmings, and duty was assessed by the collector at the rate of 60 per cent ad valorem under paragraph 358 of the Tariff Act of 1915. The importers contended that the shades were not made in part of trimmings, and relied on the claim that they were properly dutiable as manufactures in chief value of silk at the rate of 45 per cent ad valorem under paragraph 318. Their claim was sustained.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	15	264	$129.30
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	14	333	141.52
Edward Boote	221	1133	1,204.88
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	485	221.25
Strobel & Wilken Co			7,200.22
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188.00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	67	276	347.08
U. S. Glass Co.	79	1107	596.00
C. Dorflinger & Sons	18	148	111.76
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	71	187.68
Ko Kozai		58	14.50
Theo. Haviland	55	106	155.44
L. Straus & Sons	856	1547	4,372.08
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	298	577	1,634.25
B. Illfelder & Co.	1	37	13.40
Empire China Works	71	851	508.11
B. Strasburger	72	647	461.48
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	110	1337	791.82
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	52	378	312.25
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	218	6239	2,467.04
Geo. Borgfeldt & Co.	1444	2134	6,569.42
Wm. H. Plummer & Co.	8	114	61.86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	25	96	149.00

	W. S. Stamps	Thrift Stamps	Total Value
Vogt & Dose	2	269	$ 75.61
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90 29
M. & M. Bloom		662	165 50
Bryce Bros	70	275	418.75
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	98	200	425.30
Rich & Fisher		179	44.75
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	15	100	87.55
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co.	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	25	620	259.49
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50

THE CONDITION OF BUSINESS.

SALES in the warerooms of the importers during the past week have not been large, except for a few lots which had accumulated by reason of cancellations or through mistakes in orders. The supply of crockery at first hand is exceedingly limited. Some buyers, after scouring the market, complain of inability to obtain goods for immediate delivery. Price is no object; quantity is not considered; even quality is at times disregarded. They are willing to buy almost anything.

While some buyers are in the market, the number of arrivals, particularly from the South, has been disappointingly small so far.

The local trade are buying almost nothing. But that is not unusual at this time of the year. New Yorkers are always last to get into the market.

Our reports from the pottery centres do not differ much from those of last week. Sales about equal shipments, and the demand is steady. Requisitions by the Government last week amounted to nearly 400,000 pieces—the goods to be shipped within thirty days from the date of filing the order. Prices are firm, with an upward tendency. As a matter of fact, there are no set prices just now—everything waiting on the decision of the manufacturers to grant or refuse an increase in wages.

Glass manufacturers are doing good business on certain lines; on others the demand is slow, and, while there is no accumulation, many factories are in a position to ship these goods promptly. Some concerns which have not hitherto been seeking business in any direction, are now open for bids on lines which they can make at once.

The cut glass situation is unchanged. There may be a little increase in the demand for the higher grades, but the cheaper lines are not at all in demand.

The arrivals of foreign crockery last week were fairly good. With the present need of ships for transporting troops, little or no certainty exists as to when goods will arrive from the other side. The Japanese importers have been receiving large quantities. The situation on the Pacific is not so critical, of course. Still, where they got the ships is one of the mysteries not to be explained at present.

Retail trade in and around New York has not improved. While there is something doing every day, it is a question if it is as good as last year at this time. Undoubtedly the volume is smaller, but the higher figures on the sales-books make the result look encouraging. What is true of New York is true of all the principal cities throughout the country, unless they chance to be near a cantonment or munition factory. In these business is booming. And well it might be, when one considers the wages being paid. In a Government report issued last week it was shown that in a nearby city wages had increased eighty-one per cent. Of course, men receiving such wages have money to spend freely.

Retail trade at the summer resorts is not at all good. The seashore places are suffering from want of patronage. While at some of the more popular ones visitors who can pay for high-priced cottages are numerous, those who usually take the less pretentious places are less in evidence, and the majority of the hotels are suffering. They are pretty well booked up for August; but July has been very disappointing. At the mountain and interior country resorts there is also plenty of room so far. Next month, however, may see a decided change. As a whole, the people seem to be getting along with less vacation periods this year than usual. The fact that there is less money spent in this direction argues well for the fall trade. They will have more with which to buy crockery and glassware.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 25, 1918.

THE package question—a vital theme for discussion at every convention of the Flint and Lime Manufacturers Association—is likely to be settled soon. Most of the members are charging $1.25 for barrels now, and all will be doing so next week—in fact, it would not be surprising if the price went to $1.50. A movement was started at this meeting which is destined to have a wide-reaching effect. It is only in embryo as yet, but bids fair to become of the utmost importance.

SHAM LOYALITY.

A COUPLE of months ago a manufacturer of glass received a very large Government order for a special item. The work was nearly done, when, just prior to the Fourth of July, the shops making the article notified him that they would close down. There was but a small portion of the order left unfinished, and he asked them to continue and complete it, in order that he might ship the goods. The request was refused. He explained that it was a Government contract; but that did not seem to make any difference. He then took the matter up with the president of the Flint and Lime Glass Union, explaining thoroughly the conditions, and was again told that the men would not work. The purchasing agency which had placed the order for the Government then got to work; the authorities at Washington were notified; a sharp correspondence ensued, and the upshot of the matter was that the men agreed to return to work.

These glass workers claim to be patriots. They purchase Liberty Bonds and wear flags on the lapels of their coats; but their loyalty to their union is greater than their loyalty to their country.

PERSONAL.

THE most startling fish stories heard in many a day are told in connection with "Eddie" Hammond's two weeks' stay at Stonybrook, L. I. And, what is more, his associates on the trip admit the truth of them. They are at a loss to know whether "Eddie" really had some hypnotic influence, or whether it was "Mechanics' Delight," a highly odoriferous brand of tobacco, that paralyzed the fish.

The New York representative of the Irving Cut Glass Co., George A. McIntire, doesn't believe in wasting energy these hot days. "What's the use of having a car if you don't use it?" he asks. "I just pack up my samples, put the bags in the bus, and am off. And of course I can cover twice as much territory as I would otherwise, and in less than half the time."

Miss Norah Muldoon, office manager for A. H. Hays and William Warrin, left on Saturday for her old home at Jermyn, Pa., where she will spend a two weeks' vacation amid familiar scenes.

Harry O. Phillips, salesmanager for the Tajimi Co., is planning to leave with his family for Bolton, on Lake George, where he will put in a fortnight rusticating.

Alex. G. Menzies left for Monroe, N. Y., last Saturday, where he will endeavor to forget for a time that such a thing as glassware exists.

John Erion, who has been the buyer of housefurnishing goods for the L. S. Donaldson Co., Minneapolis, for so many years, has now been given charge of the china department also.

Lee Schoenthal, buyer for Gimbel Bros., got away last Saturday for a much-needed rest in the Adirondacks. Thoroughly tired out, he has set no time limit on his stay, and, will remain until he feels the benefit of the change.

H. L. Bunker, of the United States Glass Co.'s local staff, together with Mrs. Bunker, are spending this week at Lake Seneca, N. Y. By the way, last

Sunday, while making a trip to Long Beach in his car, Mr. Planker met with a curious mishap. A spark falling from his pipe on to the seat smouldered undiscovered for a long time before attacking his coat, when it was found that both coat and seat had holes burned in them.

W. W. Wentworth, china, glassware, and house-furnishings buyer for Adam, Meldrum & Anderson Co. Buffalo, was in town on Monday and Tuesday of this week, placing orders.

Paul L. Zollner, manager of the New York office of Gillinder & Sons, is seeking a respite from business worries at Atlantic City this week. He wasn't able to keep away from the meeting of the Flint and Lime Glass Manufacturers, however.

Frederick Skelton returned the latter part of last week from a trip to the various factories he represents in New York.

J. Lee Richards, buyer for Hale Bros., San Francisco, after a very short buying trip here left last Saturday for a visit to the Western potteries and glass factories he missed coming East before finally entraining for home.

Miss Grace Webster, office manager for H. Benedikt, is enjoying herself at Water Witch, N. J., for a couple of weeks.

Mrs. Jennie Levine, buyer for Stern Bros., continues to improve slowly, and her many friends in the trade, encouraged by the favorable reports of her condition, hope to see her back at her accustomed post before long.

Harry F. Weber, the old-time glass salesman for so many years was with the Phoenix Glass Co. and later with the Pittsburgh Lamp, Brass and Glass Co., was an office caller this week. Since a year ago last March Mr. Weber has been connected with the Niagara Thread Co., of Philadelphia, and the emoluments of his present position are such that the glass trade will never appeal to him again.

James B. Boote has reason to feel proud of his son, Edward S., who has received the William Day Leonard scholarship at Wesleyan University, Middletown, Conn. This prize is awarded to the student who gives greatest promise of success through character, scholarship, physical endowments, personal popularity, and qualities of leadership. To quote the dean of the college when bestowing it: "It is certainly a high compliment, considering the scholarship is awarded to the man who is judged by his fellows to have some of the finest qualities of character. I should like to add my personal conviction that the scholarship has been worthily bestowed."

Charles F. Patton, with Koscherak Bros., will spend the next two weeks pulling weeds out of his garden at Rutherford, N. J., where they have sadly accumulated during the time he has been on the road trying to part merchants from their money. He has always been looked upon as a man of tremendous energy, and this method of spending his vacation fully confirms his reputation.

A. Abrams, who has been engaged as traveler by William Reuter, left on Wednesday for New Orleans, where he will display his line of lamps for ten days at the Grunewald Hotel before proceeding upon a three months' trip that will take him to the Pacific coast.

Sergeant D. King Irwin, of Company A, Milburn, N. J., State Militia Reserve, goes into camp August 4 for a week at Sea Girt, where officers and non-commissioned officers will receive special training. In private life Mr. Irwin is the representative of the Cambridge Glass Co.

J. H. Ackerly, of Poughkeepsie, N. Y., was in town this week buying. He says his business is excellent, and has been so all through the war.

S. K. Keegan, head of the office of Cox & Lafferty, returned on Monday from an automobile trip through the Adirondacks and the Berkshires during which he covered 1,250 miles. He had no engine trouble, and only had to change a tire once. This is a record, we think, for a journey of that length.

While at Atlantic City this week, A. J. Smith president of the McKee Glass Co., received a letter from his son, Lieutenant Donald M. Smith, who stated that he had been in action recently in Flanders and had come through without hurt.

Harry Thomas, manufacturers' agent, Baltimore, and his wife—who, by the way, is a very engaging little lady—have for the past fifteen years timed their vacation so as to be in Atlantic City while the glass manufacturers were holding their convention, and were duly registered at Haddon Hall this week.

Fred Bremmerman, buyer for the St. Louis Glass and Queensware Co., arrived in town on Wednesday.

He will make a somewhat extended stay in the East, as he is visiting his daughter at Greenwich, Conn., coming to New York once or twice a week as occasion demands.

"DONE FOR" WHEN HE SEES AN AMERICAN.

THE following letter has been received by Ed. Craig, of the U. S. Glass Co.'s local office, from Milton C. Hill, who will be remembered as formerly employed by the concern, and who has the distinction of being the first of New York's crockery and glass trade to volunteer after war was declared:

FRANCE, June 10, 1918.

Dear Mr. Craig: I suppose you have been wondering where I am. Well, as you see by the heading, we are safely in France; and it's a great country. To look at the place a person would never think there was a war over here. Everything looks the same as the good old U. S. A. Of course the people speak a different language, but it won't be long before I'll be able to converse with them. The short time I've been here speaks for itself. I can ask for things in the stores, and understand short answers. It is really a simple language to learn when one is around them all the time.

Mother wrote to me, and in her letter she mentioned about the "terrible Germans." I had to laugh. They are really quite tame. If a Boche sees an American, or, in fact, any of the Allies, coming towards him with a business-like look on his face he is done for, throws down his gun, and says "Kamarad!" It won't last much longer Mr. Craig, and you can believe that. We who see it, know.

How is everybody in the office? All well, I hope. My best regards to all.

Hoping to hear from you soon, I remain, just

PRIVATE MILTON.

P. S.—Where is Mr. Kinet?

MORE WORK FOR TRUCKMEN THAN EVER.

THE fear on the part of some trucking concerns that their business might be injuriously affected by the new store delivery system to go into effect August 15 was set at rest last week when a committee representing 108 trucking firms was assured by Commissioner James H. Harlan, of the Interstate Commerce Commission, that it was not the intention to squeeze out any of them. On the contrary, there would be more business than ever for all of them.

"In the course of my investigation in Feburary and March last," said he, "it was the consensus of opinion of railroad experts that if we could keep the piers constantly clear and free of the accumulation of inbound traffic the railroads would be able to handle from thirty to fifty per cent more traffic brought into this community. That was a conservative estimate. Some said as high as 100 per cent would be nearer the mark. Now, someone has got to move that traffic, and even at the lowest percentage of increase there is going to be an increase in the business that trnckmen will have to handle.

"We are now bringing together those who handle freight into an organized system. Several differeut interests here and elsewhere have come forward, and stand ready to organize the service into a great business company for operating the store delivery when put into effect. But my view, and that of the Director-General, is that there is already a large investment in teaming and trucking companies which have been carrying on this business for years, and we feel that that investment should be respected. All we have thought of is to organize the business so that the piers shall be kept clear.

"What we are going to do is to prevent a recurrence of the awful congestion that occurred last winter and spring, when there were sometimes as many as 700, and even 900, trucks waiting in line at the piers for many hours, simply resulting in an utter economic waste and benefiting nobody. There is going to be anywhere from thirty per cent to fifty per cent more traffic to be handled under the new system. Who is going to handle it but those truckmen who are able to handle and have been handling it for years? The Drayage Director is to be a practical man thoroughly familar with the business, and he won't permit anything of tha kind of congestion to occur again."

The details have not yet been worked out, but it is thought that as goods arrive the first truck in the line will be ordered to take them to their destination regardless of whose they are or where they are to go.

The question of charges will be fixed by the Commission after a conference.

THE VALUE OF GOOD FIXTURES.

MANY merchants have the idea in their minds that rich-looking and artistic fixtures are an unremunerative investment, arguing that as the majority of their customers are not recruited from the wealthier class the appearance of the store is not a vital matter. This fallacy arises from a wrong estimate of human nature, for what might be termed the middle, or even the artisan, class is just as keen in its observance of a well-kept, inviting-looking store, and is just as appreciative, as those customers of a higher social station.

Everyday experience conclusively proves that the business value of handsome and appropriate fixtures and the argument of competition, if no other consideration, should direct the attention of merchants to its importance.

Merchandise always looks better and more inviting when displayed in rich-looking cases or on handsome fixtures, and they help considerably the sale of the merchandise thus shown.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The call for specialties is not very active, but the essential staple lines are in fair demand, and there is more or less inquiry for merchandise for future shipment. The labor situation shows no improvement, the working forces still being depleted. Shipping conditions are much better, and manufacturers are able to load and forward goods quicker than formerly.

Reservations for the 1919 pottery and glass exposition here are not as anxiously sought as last year, and the opinion prevails that the number of exhibitors will be fewer than at previous expositions. Few new items are likely to be brought out, on account of the rush of business on existing lines, and the mold shops are not in a position to devote much time to the making of new designs, fewer men being employed than formerly, and those at work being kept active on current immediate requirements. Another reason adduced is that because buyers are making more frequent trips to the market they know what is to be offered and what the manufacturers will be in position to ship. However, a decided change may take place in the situation later on.

The Hazel-Atlas Glass Co., Wheeling, paid a two per cent cash dividend July 20. This concern has had a very active season, and future orders are heavy for all lines.

The demand for packers' glassware this season is the heaviest ever experienced. Jelly tumblers show a great increase over the business of last year, although prices this season on this line are the highest so far announced.

Several new decorations on portable shades have just been placed in the local sample rooms of the Pittsburgh Lamp, Brass and Glass Co.

There will be no modification in the ruling of the Railroad Administration that freight charges must be paid within forty-eight hours of the presentation of bills. Heretofore a weekly or semi-monthly settlement of freight accounts was the rule.

Casks with steel hoops are no longer permitted to leave the seaboard. But it ought to be easy to develop an export package that will meet the requirements.

Mr. Lavernz, of Lavernz & Co., Davenport, Iowa, spent several days among the glass men here last week, and then went into the East Liverpool district.

Ensign Hugh J. Adams, of the flying corps, who has been stationed at Pensacola, Fla., stopped here last week en route to an Eastern camp, visiting the home folk and the office of the United States Glass Co., where he was formerly employed as a salesman.

A new organization of buyers identified with local department and jobbing houses has been perfected here. One of its plans is to keep members posted on the market and distribute information of general benefit to them.

Increased river shipping facilities between this point and Cincinnati will be available within a few weeks. At least three large additional packets are to be placed in this service. Cincinnati, Louisville and Memphis shipping will be featured.

No movement has been made so far toward the rebuilding of the burned plant of the Superior Glass Co., at Martin's Ferry, O. As in the case of the Tarentum Glass Co., whose factory was also destroyed by fire, the plant cannot be erected to-day for double its original cost.

Information has been received here of the formation of the Hutton-Bates Glass Co., with headquarters at Poteau, Okla. The concern has been chartered with

a capital stock of $150,000 by E. S. Hutton. Edgar Bailey has been named as general manager.

Some of our glass manufacturers are very active turning out Government work. The demand for chemical glassware is the heaviest the trade has experienced in a decade, while the manufacturing of lenses has also taken a wonderful advance. In addition to special lines of ware, considerable business on staple items is also being placed by the Quartermaster's Department.

About twenty-five rooms on the seventh floor of the Ft. Pitt Hotel are occupied this week by displays of the National Associated Manufacturers, eighty-four different lines being shown. The Imperial Glass Co., Bellaire, and the Lancaster (O.) Glass Co. have displays in charge of Harper J. Ransburg; china is shown by Ebeling & Reuss, Philadelphia; English and Japanese china and earthenware, American dinnerware, toys, aluminum ware and cut glass by the George H. Bowman Co., Cleveland, under the direction of Charles S. Ellis and his assistant. The displays leave here Saturday night for Kansas City, where they will be on view from July 29 to August 3. From there the exhibits will be moved to the Hotel Sherman, Chicago, for the week of August 5-10, and close at Indianapolis the week of August 12-17. Earl W. Newton, Chicago representative of the Imperial Glass Co., is chairman of the executive committee of this organization.

AT CHICAGO.

FEW salesmen from the factories are hitting the city now, and it is probable that some of the buyers will be making Eastern trips before long. Under present conditions it is a case of the buyer seeking the seller. The Eastern import salesman is also getting to be a thing of the past. Once in a while one of these gentlemen slips into the city unannounced, rubs his elbows on the mahogany with a few friends, and then gets out, saying that he is merely on a hand-shaking trip, and selling nothing.

* *

Burt Weaver, buyer of china, glassware and house-furnishings for Linn & Scruggs, Decatur, Ill., and one of the heaviest buyers in the State, paid a visit to the market early this week.

S. C. Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., visited the city this week.

* *

Cut glass factories of the city are unable to get enough cutters. The demand for the ware is not heavy just now, but even such as it is the manufacturers are having trouble in getting out orders.

* *

George Dougherty, sales manager of the U. S. Glass Co., spent several days last week at the Chicago office.

* *

A premium order for light cut glassware amounting to $12,000 was placed here last week. Only sugars and creamers and a few other items were specified. Delivery is to be over a period of months.

* *

Frank Gragg, formerly of the Gragg-Mielke Co., has made arrangements to represent the Lonaconing Glass Co.

* *

A. W. Boulton, who represents the Lancaster Glass Co., has returned from a trip to Milwaukee.

* *

Harper Ransburg, of Indianapolis, was in the city last week.

* *

A. H. Haeger, of the Haeger Potteries, Dundee, Ill., spent several days in the city this week.

* *

Jobbers of hotel ware in this city are much pleased with the attitude of manufacturers, who are giving an increasing degree of co-operation to the plan for cutting down on lines. The indications are that before long all hotel ware will have a uuiform thickness. The trade will discard those pieces which are either thicker or thinner than this standard. Also, the elimination of unessential items will continue. The plan does not contemplate a standard shape, of course; but undoubtedly the number of shapes will be limited, and jobbers will frown on any which tend toward the elaborate or freakish. The main idea at the present time is to increase the production of hotel ware, for the supply in the hands of the jobbers is running low, and present production is not enough to meet the demand.

* *

"We are making progress," says Albert Pick, "and I have hopes that before long dinnerware will be placed on the list of essentials. We all feel, of course, that dinnerware is essential, but we must remember that the Government considers essentials chiefly from the standpoint of their value in winning the war. If the potters make a showing in the way of cutting down their lines to meet the requirements of the times it is possible that they will go on the essential list when the lines are drawn a little tighter between essentials and non-essentials than they are at the present time."

DISSOLUTION PETITION GRANTED.

IN the Supreme Court on Wednesday Justice McAvoy approved a petition for the dissolution of the Greenhut Co., this city. Joseph B. Greenhut, Benedict J. Greenhut and other petitioners stated that the company was solvent, and that, liquidating all indebtedness, it would have "a large amount" of cash for division among holders of first preferred stock.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A special meeting of the United States Potters' Association was held in the William Penn Hotel, Pittsburgh, July 19 to consider the recent action of the National Brotherhood of Operative Potters in asking for a voluntary increase in wages. It is said that an advance of twenty per cent will be acceptable for warehousemen and packers, and other branches of the trade will be satisfied with fifteen per cent. It must be understood that the workers have made no peremptory demand, but have put the proposition up to the manufacturers in a fair and open manner. As we go to press a conference between their representatives and the Labor Committee of the Potters' Association is in progress.

* *

Among buyers visiting the market were George Miller, for the Omaha Crockery Co.; Mr. Tibbetts, for T. S. Martin Co., Sioux City, Iowa; A. J. Parrish, for E. B. Taylor Co., Richmond, Va.; R. A. Conliff, for J. H. High & Co., Atlanta, Ga.; A. S. Hallgren, for Albert Pick & Co., Chicago.

* *

Mail orders are exceedingly light with some of the manufacturers. In some instances the decrease has been most marked.

* *

Remembering the difficulties experienced last winter in obtaining raw materials, pottery manufacturers in this locality have been exceedingly active in ordering supplies. Stocks of clays are said to be the heaviest ever known here. At least two concerns have sufficient for a year. Additional storage bins have been erected at many of the plants. Some of these materials have cost from 100 to 200 per cent more than two years ago.

* *

Buyers who have been in the district of late have asked that holiday goods be shipped as soon as made up. "What's the use of waiting until October to ship, when we don't know what the railroad situation will be then?" remarked one. "What we want is to get our fall lines in stock—and the quicker the better."

* *

New decorations on dinnerware are rare—the manufacturers having enough to do getting out lines established early in the season. Trouble in obtaining decal paper in large quantities continues.

* *

Packers are still scarce. The drafts have made inroads upon these men particularly, and new ones to take their places are difficult to find.

* *

The shortage of coopers and the continued advance in cooperage stock is reflected in the scarcity of packages. Stave mills are demanding more for raw material now than ever before, and no delivery of future orders is guaranteed.

* *

The demand for yellow and Rockingham ware continues strong, and ware is practically shipped direct from the kilns. The local production is mainly by the D. E. McNicol Pottery Co. Teapots are in heavy request, while bowls are being moved as quickly as made.

* *

Fish-and-game and berry-and-cake sets are having a good sale. Salads continue active, and a new high record in the sale of this item will be made.

* *

The National Brotherhood of Operative Potters at its recent convention upheld the action of its officials in fining those members who attempted to disrupt the organization last fall. The local unions of which these men were members made an effort to have the fines, ranging from $25 to $500, remitted, but the convention said "no."

* *

The largest number of draftees to leave this district, numbering 248, were entertained at the Elks Club Thursday night, following the greatest parade ever known here. They leave to-morrow (Friday) morning

for Camp Jackson, South Carolina. Numerous pottery workers were included.

GERMANY PLANNING FOR AFTER-WAR TRADE.

REPORTS of concerted efforts by the Germans to regain their lost foreign trade come to us from time to time and show that the plans for re-establishing their trade connections after the war are being pushed vigorously. The need for American manufacturers and exporters to emulate their example becomes apparent when the care and magnitude of their plans are considered. The passage of the Webb-Pomerene bill places an effective weapon in our hands for meeting this trade offensive, says the "Scientific American." At the same time American exporters should take cognizance of the fact that similar legislation has recently been passed in Great Britain and France, though, doubtless, the continuance of the effective co-operation now existing between these governments and ours will be extended long after the war, especially in foreign trade.

The extent of the pre-war porcelain manufacturing industry in Germany is well known. This business, of course, has been severely affected by the war, but careful plans have recently been made to re-establish it in its former vigor. This is being accomplished to a large extent by the amalgamation of many small concerns into a few powerful organizations. The Bank of Thuringia, for example, has bought the greater part of the 3,000,000 marks share capital of the Weiden Porcelain Manufacturing Co. (formerly Bauscher Bros). To the same concern belong also the porcelain manufacturing firms Kahla, Hermsdorf, and Konigszelt and the Lorens Hutschenreuther Co., which, toward the end of 1917, bought the firm of Paul Muller and now proposes to raise its share capital from 2,000,000 to 3,000,000 marks. Another group of porcelain firms, controlled by the banking firm of Arnhold Bros. of Dresden, includes the C. M. Hutschenreuther Co. of Hohensberg and the Tielsch Co. of Altwasser. Still a third group, controlled by the Dresden Bank, includes the Philipp Rosenthal Co. and the firm of J. Zeidler & Co.

Great dependence is placed by the Germans on the large fleet of mercantile vessels which they have safe in their own harbors and to which, according to various reports, they have made large additions since the outbreak of the war. Moreover, the Germans claim to be expecting the return of those of their vessels which were confiscated by the Allied countries as each of them entered the war. However they may be disappointed in this hope, the cessation of hostilities will witness the freeing of German vessels interned in the harbors of such countries as are still neutral. On this merchant fleet, then, Germany has placed great hopes for recovering her trade, and among other plans for the future expansion of her shipping is the establishment of a ship mortgage bank in Hamburg. Even before the war the advisability of creating such an institution was frequently discussed in the German press, but it remained for the stimulus of the war to bring the proposal into prominence, and plans have now taken such definite shape that the establishment of such an institution will be witnessed in the near future with a capital of 10,000,000 marks.

Hitherto a special bank for advancing money on the security of ships did not exist in Germany, although its need was widely felt. Smaller shipowners who required money for building and operating their ships were obliged to apply to foreign institutions of the kind, particularly to those in Holland. Ship mortgage banks managed with care, but at the same time liberally, can do much for the assistance of small shipowners, especially those engaged in the so-called tramp trade and in internal shipping, as well as the owners of steam fishing fleets.

The Reichstag recently passed a bill for the restoration of the German mercantile marine, and one of the first results has been a number of orders for new tonnage by the more important steamship companies. It is said that shipbuilding yards have recently concluded contracts for the construction of more than 150,000 tons. A supplementary estimate laid before the Reichstag lately contained a vote of 300,000 marks as the first installment of financial assistance to the mercantile marine under the Restoration Bill.

These are but a few of the methods by which Germans hope to win back their trade. America must be prepared for stupendous efforts and the keenest competition, and our first endeavors should involve legislative preparations and immediate plans for combination under the Webb-Pomerene law.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

Miss H Darmstadter, s, N Snellenburg & Co, Philadelphia. 1261 Broadway.

R L Mims, t, Texas-Monnig Co, Fort Worth, Tex. Somerset.

E McDonald, t, J V Farwell Co, Chicago. 72 Leonard.

H B Graves, hf, H B Graves, Rochester, N Y. Breslin.

A H Baum, hf, M Goldenberg, Washington, D C. Cumberland.

J Erion, hf, c, L S Donaldson Co, Minneapolis. 230 Fifth ave.

M G Michael, hf, Michael Bros, Athens, Ga. 1150 Broadway.

D E Rosenwald, t, E Rosenwald & Sons, Las Vegas, N M. 1150 Broadway.

A C Putts, c, hf, J W Putts Co, Baltimore. Breslin.
J H Kazanjian, c, J H Kazanjian & Co, Newport, R I. Park ave.
A B Smith, t, J L Sherwood Co, Caribou, Me. Breslin.
R J Conliff, c, t, s, J M High Co, Atlanta, Ga. 353 Fourth ave.
L I Harris, g, Levy Bros, Houston, Tex. 1150 Broadway.
G F Williams, s, The Fair, Chicago. 225 Fourth ave.
C B Drake, s, W H Block Co, Indianapolis. 1261 Broadway.
O S Balzer, s, A Hamburger & Sons, Los Angeles. 225 Fifth ave.
J L Lynch, hf, c, t, J Bacon & Sons, Louisville. 23 East 26th.
A E Yates, s, R Weill & Co, San Francisco. 15 East 26th.
I Halpern, hf, Miss K Walker, t, Stix, Baer & Fuller D G Co, St Louis. 116 West 32d.
W J Barnes, hf, Burden, Smith & Co, Macon, Ga. Arlington.
W C Hoffman, hf, Schuneman & Evans, St Paul, Minn. 220 Fifth ave.
R A Illsley, c, t, Barnard, Sumner & Putnam Co, Worcester, Mass. 404 Fourth ave.
A A Anderson, hf, The Fair, Chicago. 225 Fourth ave.
J W Waldorf, hf, c, g, Hochschild, Kohn & Co, Baltimore. 200 Fifth ave.
L A Gregg, c, g, s, l, C Hall, Springfield, Mass. Imperial.
G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth avenue.
O E Wandry, t, hf, c, Fort Worth, Tex. Somerset.
B A Koteen, hf, Stroud & Koteen Co, Norfolk, Va. York.
J Davidson, hf, Davidson's Bazaar, Green Bay, Wis. Breslin.
Max Furchgott and Melvin Furchgott, hf, M Furchgott & Sons, Charleston, S C. Latham.
B Klawens, hf, Washington, D C. Broadway Central.

ANOTHER CORRECTED EVIL.

MANY a traveler with short time to catch his train has been thrown into acute fidgets waiting at a ticket office while the clerk prepared a yard-long strip of pasteboard for a long-distance tourist, says a writer in the N. Y. Sun. First the hunt through the rack for the strip; then a careful scrutiny of its printed matter; an exercise in penmanship on many blank lines follows; then the punching with care of many coupons. Is it ready? Watch the clerk! Some coupons must be torn off, others pasted on, more writing, more punches. At last? Oh, no! Stamping to be done; one side, t'other side; examined again; then, "Sign here, please!" The purchaser finds his fountain pen. The ink refuses to flow. The short-distance passenger loses his train.

Now "standardized tickets" for short-distance travel are sold at designated windows as rapidly as box office experts hand out theatre tickets. The long-distance traveler puts in his leisure at another window. One more triumph for the Director-General.

A VALUABLE CATALOGUE.

OF the many catalogues issued by the Mitchell, Woodbury Co., Boston, the latest, No. 18, is the best they have ever sent out. It is very comprehensive, taking in all kinds of pottery and glassware, and illustrated with fine half-tones. It will prove of interest and value to all dealers throughout the country, and those who have not yet received one will do well to apply to the concern for a copy.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SALESMAN thoroughly equipped with experience and successful business acquaintance among principal buyers desires appointment with manufacturer of lamps and shades prospective to arrange for extensive or local travel. Address A 176, this office.

BUYER—ten years' experience in china, glass and pottery—open for position August fifteenth. Draft exempt. Address A 177, this office.

SALESMAN, wholesale glass and china, experienced and efficient, wishes to arrange with manufacturers to sell several non-conflicting lines on a fair commission basis. Best references. Address A 178, this office.

BUSINESS OPPORTUNITIES.

WANTED—A live-wire manufacturer's agent to sell on commission line of thin blown cut tumblers and other popular-price articles of cut glass in and around Boston, Philadelphia, Baltimore, St. Louis, New Orleans, San Francisco. Address O. K., this office.

WANTED—Agency for New York and the East of a first-class lighting glassware line. Have a specially-equipped showroom. Address J. M. G., this office.

FOR SALE.

EQUIPMENT OF CUT GLASS FACTORY FOR SALE.—Frames, hoppers, shafting, pulleys, belting, etc. Either as a whole or any part desired. Also a fifteen horse power gas engine. All at very low price. Address BARGAIN, this office.

STORE AND LONG LEASE. $20,000 STOCK. CLEAN, SALABLE CHINA, HOUSEFURNISHINGS, DRUGGISTS' SUNDRIES. THE MOST ATTRACTIVE CHINA STORE IN THE U. S. DOING BUSINESS WITH OVER 300 FACTORIES AND GREAT GOVERNMENT INTERESTS. RAIL AND RIVER TRANSPORTATION. DELIGHTFUL CLIMATE AND ENTERPRISING PEOPLE.

EDWARD A. ABBOTT, CHATTANOOGA, TENN.

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CROCKERY and GLASS JOURNAL

NEW YORK, AUGUST 1, 1918.

POTTERY OPERATIVES GET WAGE INCREASE.

INCREASES ranging from 20 to 45 per cent have been granted to pottery workers following the conference last week at Pittsburgh between the Labor Committee of the United States Potters' Association and a committee representing the National Brotherhood of Operative Potters, as follows:

Turners 35 per cent.
Handlers 35 per cent.
Casters 35 per cent.
Dishmakers 40 per cent.
Pressers 45 per cent.
Mold makers, piecework, 20 per cent.
Mold makers, day wage, 30 per cent.
Dippers 35 per cent.

China mold makers, both piecework and day wage, 30 per cent.

Bisque kilnmen, kiln day reduced from 212 to 200 cubic feet, and wages advanced from $2 to $2.90 per kiln day.

Glost kilnmen now $2.90.

Bench boss now $3.50.

Saggermakers, 35 to 36 per cent.

Packers, piecework, boxes and small crates, 32½ per cent; on barrels and larger packages 55 per cent; on day work, now $5.10.

Bisque kiln drawers for 100 cubic feet, now 60 cents.

Glost kiln drawers for 100 cubic feet, now 60 cents.

Minimum wage for warehousemen, beginning first year $3.15; second year $3.75; third year $3.96; journeymen $4.50.

Apprentice kilnmen $3.50 per day for the first three months; for next nine months $2 25 per kilnmen's day; second year, $2.50 per kilnmen's day; third year, journeyman rate. Apprentice kilnmen must serve three years before being permitted to seek employment as a journeyman elsewhere.

Glost kiln drawers, women, $1 65 per kiln.

Bisque drawers, women, $1.75 per kiln.

Glost dressers $1.95 per day.

Bisque brushers $2 per day; dippers' helpers $2 95 per day.

Stampers $2 per day.

Jiggermen will be granted a 40 per cent increase on the previous old scale, but the bonus system to batter-outs and mold-runners must be discontinued. Jiggermen will continue to pay present wage to batter-outs and mold-runners, but the firm will allow these two classes of labor an advance of 10 per cent for the ware produced from the jigger.

Jiggermen on hotel ware and finishers are to be paid a wage increase ranging from 20 to 40 cents per hundred dozen over the 1915 scale.

The advances become effective with the first full pay in August.

Never before has there been such quick action in the matter of a wage advance. At the recent convention of the National Brotherhood of Operative Potters in Atlantic City, N. J., the organization instructed its officers to present a request to the manufacturers for a voluntary increase. This was on July 17, and in little more than a week the advance was agreed upon.

It is well to remember that the manufacturers and operatives were working under a wage agreement that does not expire until October 1, 1919. However, there was a provision in this instrument that permitted either side to open negotiations upon sixty days notice. The new scale is to be made part of the existing agreement, and will likely be known as a supplement.

Between 5,000 and 6,000 pottery workers in the United States and Canada are benefitted by the increase.

COLORS FOR GLASS DECORATION.

THE origin of the art of painting on glass with vitrifiable colors is largely subject to doubt, and, in fact, several countries claim the honor of having been the first to produce glass decorated in this way, says B. F. Drakenfeld in "The Illuminator."

We have records, however, of stained or decorated glass windows having been made by the monks of various monasteries in Europe more than a thousand years ago, and some of the church windows still in existence and dating back many centuries demonstrate the really wonderful results achieved by these remarkable pioneer craftsmen, in view of the limited means at their disposal.

By the term glass color we understand a vitrifiable color; that is, one that is to be fused on to the glass surface at a high heat and thereby become an integral part of the glass itself. Generally speaking, vitrifiable colors are the most permanent colors known, and their durability is practically unlimited.

A glass color is composed of two essential and distinct component parts—the coloring pigment itself and the flux. The use of anything of an organic nature is excluded in the manufacture of this class of colorants by reason of the fact that no organic compound would stand the extreme temperatures required to mature the colors. The actual coloring properties are invariably derived from metal bases, usually consisting of metallic oxides, although the metals are also sometimes introduced in the form of other chemical compounds.

A flux, expressed in the simplest terms, is a soft glass body and is a medium or vehicle for affixing or fusing the coloring agent to the glass. Fluxes also serve to impart a high gloss to the fired colors. A large variety of fluxes are regularly made, their composition depending upon the decoration for which they are intended. In order to secure the highest class of work, the pigment itself and the flux should be chemically combined at high heat in the preparation of the finished color.

The first use of vitrifiable colors was in all likelihood the result of an accidental discovery, and for a long period all knowledge on the subject was of a purely empirical nature. The colors used at the inception of the art are supposed to have been made from iron oxide or rust and crude copper oxide, mixed with a simple flux.

The majority of the elements classed as metals when in the form of some chemical compound react to give distinct shades of color if subjected to a high temperature, although not all of these are of particular value to the color manufacturer. For instance, cobalt will alone give the fine blue colors used on glass. The rich, deep rubies, maroons and purples, the beautiful carmines, pinks, etc., are known in the trade as "gold colors" for the reason that their coloring qualities are imparted primarily by the gold they contain, and these same colors, so far as is known, could not be duplicated with any other known agent.

The manufacture of standard glass colors is in general a highly technical procedure, but the development of chemical science in the past few generations, with the resultant improvement in processes for the production of the base or raw materials, has assisted greatly in the maintenance of strict uniformity in successive batches or makings of the same color.

Gradations as to the shades of tints of a vitrifiable glass color can be produced and controlled in quite as extensive a variety as is the case with oil or water colors.

The composition of the colors and especially of heavy relief colors or enamels, must be such that their ratio of expansion and contraction approximates closely to that of the glass to be decorated, otherwise the colors will not adhere properly and become liable to crack or scale off after firing.

Colors and enamels for glass are classified as transparent or opaque, and range from a color of crystal-clear transparency to one of dense opacity.

There are two separate stages in the process of glass decorating—the application of the color and the firing of the same. The fire must be adjusted according to the fusibility of the color, which, in turn, as already explained, must conform to the composition of the glass body on which it is used. If a color is too hard, for instance, the glass is likely to soften and lose shape before the temperature is reached at which the color will satisfactorily mature. Most colors are prepared to fire at 1,000 to 1,100 degrees Fahrenheit.

It is usually required of glass colors that they fire out with a smooth, glossy surface, but colors are also prepared to show respectively a dead or matt finish and a satin or semi-matt finish. At times the so-called matt colors are in considerable demand, according to the dictates of taste or the prevailing fashion.

Gold and platinum decorations are secured by the use of special compounds based on these rare metals, and various beautiful metallic luster effects are arrived at with solutions of various metallic salts.

As regards the application of glass colors, they can be thoroughly mixed with oils and painted on with different styles of brushes; or, for solid grounds, etc., dry colors can be dusted on to the glass after the latter has received a suitable oil coating, or the colors can be mixed with an oil or other medium and sprayed on with a spraying or blowing machine. In recent years attention has also been given to the subject of decorating glass, similarly to china, with decalcomania transfers which have been printed with glass colors by the lithographic process.

There can surely be no more worthy medium found for the expression of the highest type of artistic inspiration than is offered in the use of glass colors. No other class of colors can approach vitrifiable colors in the richness and brilliancy as well as the absolutely permanent nature of the completed work. Undoubtedly, in order to achieve the best results in glass painting, training and experience in the proper use of the colors and in firing are essential, and the value of the decoration is without question thereby greatly enhanced.

THE mere announcement that Morimura Bros. can deliver certain kinds of goods is sufficient to ensure orders. The house is so well known for square dealing and its wares have always proved so satisfactory that the only question is one of delivery. And that is now set at rest by the fact that they have in stock a profusion of good things at prices within the reach of all classes of buyers.

Illustrated on another page is a dinner set in English earthenware that has all the appearance of china. A glance will show how attractive it is, both in shape and decoration. The colorings used in its ornamentation carry out the idea perfectly, and it is bound to prove a good seller. And this is only one of the many exclusive things on view at the warerooms of Geo. F. Bassett & Co., 72 Park Place, who spare no effort to justify their claim to being "the dinnerware house of America."

Failure to visit the Royal Copenhagen Porcelain salesroom, 563 Fifth avenue, means missing one of the most interesting lines in the market. Axel. G. Lober has been receiving importations by every incoming steamer from Denmark for some time past, the result being an unusual assemblage of samples of both Royal Copenhagen Porcelain and Copenhagen Art Fayence. Dinnerware, fancy lines, and novelties galore, including marvelous figures and lifelike animal studies, are on view, and good-sized stocks are carried in New York for immediate delivery.

The W. S. Pitcairn Corporation announces that it is in a position to take orders for and deliver certain designs and patterns in Grindley were within a reasonable time. In the present condition of the crockery market this will be good news to many of the buyers throughout the country, and it will be well for those seeking this class of ware to get their orders in at once and thus ensure being placed on the preferred list in the matter of shipments. As good wine needs no bush, so Grindley ware needs no praise at our hands. The main thing is to get it; and this can be done if buyers will put their orders in early.

Exclusive effects in rich decorated glassware can invariably be found at the salesroom of Justin Tharaud, 25 West Broadway, who is exhibiting the line gotten out by Edmondson Warrin & Co. Years of experience have placed this concern in a position to turn out patterns that are genuinely different. Having formed the habit of originating, they can always be depended upon for goods of highly-distinctive quality, although they ask just as modest a price as others.

With cups and saucers at a premium, Takito, Ogawa & Co.'s announcement on another page of this issue that they are in a position to supply from stock orders for this item should be welcomed by dealers who have had difficulty in securing enough for their needs. The stock at their New York salesroom, 99-101 Fifth avenue, as well as in Chicago, includes a variety of excellent styles and decorations, and besids cups and saucers there are short lines in exceptionally pretty treatments, to say nothing of the many novelties. As a whole it is one of the most unusual lines of Japanese goods on the market.

It is seldom, if ever, that a buyer gets the opportunity of viewing such a collection of samples as that shown by the Horace C. Gray Co. in the Fifth Avenue Building. Twenty-two factories are represented, the list covering every need in china and glassware. There are staples of every character, and novelties in profusion. Every possible variety of glassware may be obtained there—blown, pressed, cut, engraved, colored, iridescent, enameled, illuminating, cold and fire decorated, stationers' supplies, etc.—lamps and shades, composition marble, hotel china, decorated dinnerware,

cooking ware, silver-plated novelties, and specialties galore. As the cross-eyed boy referred to in the concern's advertisement on another page would say, it certainly is some show.

A salesroom unlike any other the buyer is apt to visit on a trip to New York is that of Soy Kee & Co., 7-9 Mott street (Chinatown). It is not only unique from the standpoint of location, but one will find here the most unusual collection of Chinese lines that could possibly be imagined. Prominent in the interest of the dealers is, of course, the ever-attractive Blue Canton and Gold Medallion dinnerware, which have been good sellers ever since the concern began to import them. Other items in the comprehensive stock are quaint designs and shapes in porcelain, pottery, furniture, embroideries, novelties, baskets, and so on.

Henry Witte, familiarly known to all buyers of crockery and glassware, is fully established in his new business. The firms he represents are all well and favorably known, making good goods at fair prices. The Lonaconing Glass Co. offer a big variety in blown tableware of high quality and in excellent designs; and Krantz, Sell & Co., William H. Gibbs & Co. and the Star Toledo Cut Glass Co. offer a large assortment of cut glass; so that buyers have a wide range of selection. Out-of-town visitors should not miss calling upon him.

John Davison, who has as pretty a wareroom as there is in New York, invites the attention of buyers to his lines of English china and earthenware, and also to some splendid specimens of rich English cut glass. His wareroom, 14 Barclay street, is as easy of access as—and in many cases more so than—the uptown stores. Four elevated railroads and four subways have stations within three or four minutes' walk of his place. A quarter of an hour will bring a buyer from any of the principal uptown hotels.

In the stock lines at the Tajimi Co.'s salesroom, 597 Broadway, is a particularly well selected line of dinnerware patterns, executed after the character of the best European productions; fancy china lines in an array of choice decorations; the well-known Awaji ware, in the company's special color creations, corn-yellow, rose, blue, green, etc., in breakfasts and other items. Fruit and candy baskets, lacquer boxes, trays, artificial flowers, novelties, lamps, shades, etc., are in such profusion that there is something to please all tastes.

The "Tokio Classic," one of the latest Maddock & Miller importations in Maddock's English open stock dinnerware, introduces an exceptionally clever treatment and tasteful color combination. As the name suggests, it is Japanese in character, and yet it is entirely different from the usual type. An all-over background is formed by an outline flower and leaf in a soft French gray; over this, in a most artistic fashion, baskets of flowers, floral clusters, etc., are applied in striking shades of blue, yellow, terra cotta, and other colors, thus offering a very effective contrast. A gold line edging is used as a finish. The concern is now making its first deliveries on this pattern, which should be seen at the earliest opportunity at the salesroom, 54 Murray street.

The Hirsch-Malgood Co., known as "the glass spoon house of America," 152 Bleecker street, have some genuine surprises in the way of a number of distinctly novel ideas in spoons, lemonade mixers, etc. Not satisfied with producing one of the most unique lines ever brought out, this concern is constantly striving to outdo itself. There are spoons for purposes never thought of before, to say nothing of cheese picks, forks, and so on, in delicate colors, combined with crystal, making such dainty and novel additions to the table service or for serving the afternoon or evening guest that milady simply cannot resist the temptation of buying when she sees the line displayed in the retail store.

Mogi, Momonoi & Co., 105-107 East Sixteenth street, were fortunate in having very large invoices of embargoed lines on the way to this country when the Government prohibitive order was issued, and in consequence have very comprehensive stocks of many items that are scarce among Japanese importers. Their showroom is overflowing with beautiful things in art wares and utilitarian lines in china, pottery, lamps, baskets, artificial flowers, etc. Some exceedingly clever ideas are brought out in bronze and pottery in the way of artistic shapes and distinctive decorations in all sorts of interesting articles.

L. BARTH & SON OUTING.

THE employees of L. Barth & Son held their annual outing last Saturday at Donnelly's Grove, College Point, L. I., and, to use the expression of one who attended, "it was the best ever."

The crowd was conveyed to the grove in five large sight-seeing cars, arriving in time for luncheon, the menu of which was enough to tempt the most jaded appetite. This agreeable function being over, the usual programme of athletic events was enjoyed. This included a bowling contest and a baseball game, the latter between the buyers and the salesmen. Also not to be forgotten was a progressive tournament of pinochle.

Another delightful repast, including everything from soup to nuts, with cigars, cigarettes and liquid refreshments thrown in, was served at the dinner hour.

A feature of the day's entertainment was the singing of a quartette composed of William E. McCann, George B. Beebe, Warren L. Cort, and F. D. Bennett.

On the back of the programme was printed the Honor Roll of the concern—the names of those now serving Uncle Sam—as follows:

Stanley Barth	Irving Lustig
Bernard Baumann	Henry Lutkenhaus
Chas. Conkey	Chas. Luberger
Richard Grosso	E. J. O'Rourke
Harry Grossman	I. R. Ratner
Frank Hayes	H. Rubien
Albert Hyland	M. L. Silver
Solomon Jacobs	Chas. Stern
Philip Jung	Louis Waldrum
Raymond Kraus	Robert Westervelt
Michael Link	

QUICK WORK.

ON the 19th of June fire completely destroyed the factory of the Armor Bronze Co. at Garwood, N. J. On July 29 a new building, five hundred feet from the ruins of the old plant, was completed, and work begun on a line of lamps. New machinery has been installed, and the factory will be as completely up to date as it is possible to make it. We think this is a record for building in the lamp trade. This is the concern in which Ferdinand Bing & Co.'s Successors are interested.

THE CONDITION OF BUSINESS.

New York That dealers throughout the country need goods is evidenced by letters received in this city last week. The general tenor of these was in the line of inquiry as to when would be the best time to come to market, and what were the prospects of getting new goods? To the first question, the answer is, Come as quickly as possible, and with the intent of making a longer stay than usual, as it will require time and search to pick up odds and ends here and there. As to new goods, the supply will be very limited. Few manufacturers have made new things for this fall's business. The foreign factories have so many orders for this and last year's patterns that, short-handed as they are, they will have all they can do to fill orders now on the books. It will be desirable to place orders for imported goods in as large a volume as the buyer can afford or the importer will take, and those who get their orders in early stand a better chance of getting them filled than late-comers. No matter how long the war lasts, there will continue to be a shortage in imported wares for years to come. It is now estimated that we are fifty million dollars behind our ordinary and customary imports before the war. Thus it may easily be seen that it is going to take a long time to catch up with this deficit.

Among the buyers in town last week were a few large ones, but so far this week the arrivals are disappointing, and the importers' warerooms have been exceedingly quiet. The New York City buyers are still conspicuous by their absence.

What the advance in the prices of domestic pottery will be as a result of the increased wages granted the operatives is problematical, but a plusage of not less than twenty per cent may be looked forward to with certainty. Even with that, the American potters will not have raised their prices in proportion to either the French or the English.

All prices on glassware are withdrawn pending the result of the conferences now being held at Atlantic City between the manufacturers and the glassworkers. So far increases have been made in the various departments ranging from ten to twenty per cent. The conferences will not be over until after August 5.

Retail trade in and around New York is still dormant, although nearby country trade is good. Conditions remain as stated last week—namely, business in the big cities is dull, while small cities and towns are enjoying a good demand, as is evidenced by the call made upon wholesalers throughout the country. It has been suggested that the prospect of another Liberty Loan and an increase in taxation generally throughout the country has had a deterrent effect on retail buying. If such were the case the country places would not be doing the business that they are. It is true that a good part of this trade comes from wage-earners. They are like sailors ashore after a long cruise. With money in their pockets, they spend freely, ofttimes injudiciously; but, having the cash, they buy whatever strikes their fancy. We have great faith in the future, and believe that after the warm weather is over the big cities will come back and do their share of the purchasing.

East Liverpool and Vicinity Orders continue to flow in steadily. Staples are in good demand, and the request for hotel lines is as great as ever. Yellow ware has a steady call. There is no improvement in the labor situation. On the contrary, the leaving of so many selectives has caused more gaps in the ranks of the workers.

Pittsburgh and Vicinity While a fair volume of new business is being booked by glass manufacturers, there is no rush of orders like that experienced earlier in the year. Factories have sufficient orders on file, however,

to keep them active with the present working forces. Some new inquiries concerning fall requirements are being received. Etched and decorated lines are having slow movement, the demand now running strongly to necessities. Scheme business has been practically eliminated. The increase in wages granted glass workers may soon be reflected in a revision of selling lists.

OBITUARY.

AT his summer home, Summit, N. J., last Saturday afternoon, Edward Imeson Horsman, junior member of the E. I. Horsman Co., toy manufacturers, this city, died suddently from heart-failure in his forty-fifth year. He was formerly a well-known musician, having been musical critic of the New York Herald and organist of St. Andrew's and other churches. He had studied under some of the most famous organists of England. He was also a composer of considerable merit.

AT CHICAGO.

FACTORY representatives here are beginning to tell their customers that if they expect to have the proper goods in stock to take care of fall business they must place their orders now, and in a number of instances the advice is being heeded.

* *

George C. Mitchell, president of the Pope-Gosser China Co., Coshocton, O., was in the city during the week. He said he was much pleased with the situation as he finds it in Chicago and the Middle West.

* *

Earl W. Newton is back in the city after having finished a trip to some of the factories he represents. He has recently taken on the lines of the Kinney & Levan Co. and the J. B. Timberlake Co. and has their samples now on display.

* *

Dave Saunders has returned from a week's trip through Illinois cities during which he secured some substantial orders.

* *

S. O. Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., has returned to the factory after spending a few days in the city.

* *

The Northern Jobbing Co., a co-operative concern consisting of 600 retail merchants all over the Northwest and Middle West, has purchased a large warehouse building here and in future will make Chicago its headquarters for the distributing of merchandise to members. The company paid $36,000 for the property, which consists of five stories and a basement. The Northern Jobbing Co. holds two conventions a year in Chicago, usually at the Hotel Sherman.

* *

Thomas Gill, who buys china and glassware for Emery, Bird & Thayer, Kansas City, Mo., was in the city looking around this week.

* *

O. Phillips, buyer for Famous & Barr, St. Louis, was placing orders here during the week. He will continue Eastward, as he plans to visit the factories and some of the Eastern markets.

* *

Louis Carter, who buys for Snellenburg & Co., Philadelphia, was in Chicago during the week.

* *

Oscar Helm, of the Ira A. Jones Co. parked his automobile down-town while he went into a club for a short visit one day last week, and when he came out the car was gone. The police have discovered no trace.

* *

H. B. Harris, buyer of china and glassware for Marshall Field & Co., started Eastward last week on a buying trip.

* *

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, passed through the city last week on his way to visit some of the potteries.

* *

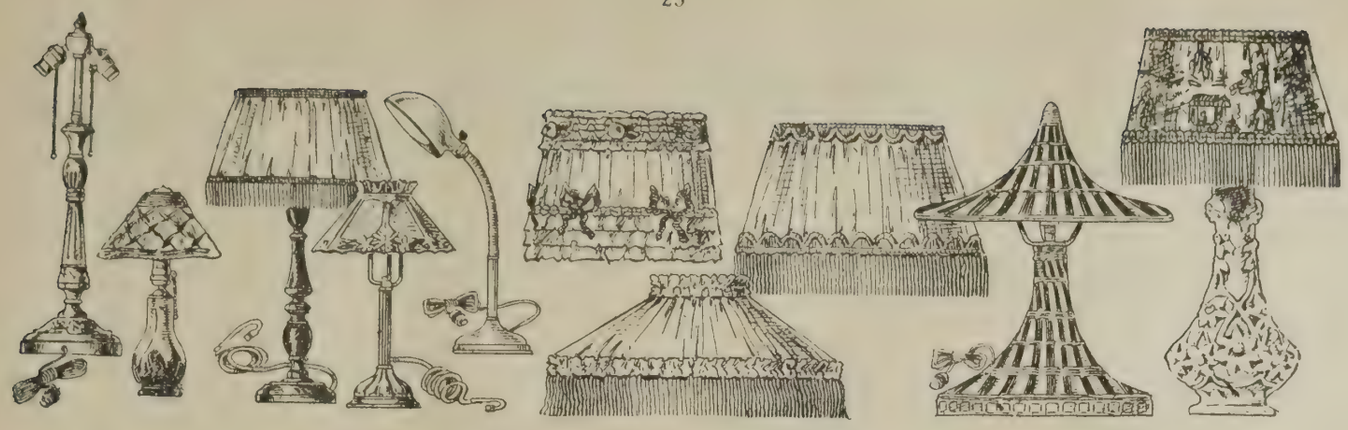
John Erion, buyer for L. S. Donaldson & Co., Minneapolis, who was in the city last week, brought news of the death of William Meinel, well known here as former general merchandise manager of the Boston Store. Mr. Meinel was drowned in a Wisconsin lake through the capsizing of a boat in which he was fishing. He was merchandise manager of the Boston Store for twelve years, but had recently been with L. S. Donaldson & Co.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during June amounted to £27,753—a decrease of £10,824 compared with shipments during same month of 1917.

RECENT CUSTOMS DECISION.

A DECISION handed down last week by the Board of General Appraisers reducing the duty on glass lamp shades sustained the protest of E. F. Caldwell & Co., this city. These shades were assessed at the rate of 60 per cent ad valorem under paragraph 347 of the Tariff Act of 1913. In an opinion written by Judge Sullivan duty is fixed at the rate of 45 per cent ad valorem under paragraph 84.



Illuminating Devices.

Where Live Merchandise May Be Obtained. Tips to Dealers Looking for Ready Sellers.

THE lamp shade manufacturers have made an apparently futile attempt at organization. It was thought by several of the prominent concerns in the business that some sort of association should be formed to look after the manufacturers' interests in general, and particularly to take some action against placing lamp shades on the list of non-essentials—a possibility which must be anticipated. The first meeting was called at the office of the McDowell Co., Thirty-fifth street, and was fairly well attended, but, owing to the lack of enthusiasm, was adjourned. Only three or four manufacturers showd up at the next meeting. This was conclusive evidence that the majority were not in favor of the movement, and it was therefore decided to drop the matter—at least for the present.

The Pairpoint Corporation's new line of lamps has arrived at the New York salesroom, 49 West Twenty-third street. Metal bases are used exclusively, and of the most unusual shapes, not one in the exhibit being of the type ordinarily seen. Two new finishes are introduced, an antique and a Flemish, which are destined to find favor among the discriminating. The glass shades with which they are fitted are very artistic, the decorations including marine views, inland scenes, and figured designs.

C. A. Holbrook, New York representative of Edward Miller & Co., has just received the first installment of the new fall line. So far about twenty-five high grade lamps have arrived, and we can truthfully say that there is nothing like them on the market. One in particular, with a crown-shaped glass shade, beautifully yet simply and delicately decorated, and a base whose lines conform to match, is among the most original and attractive ever made in brass. Another has the effect of a Japanese koro—and yet it is not Japanese. A third suggests a pagoda, and still is not Chinese. All have shades to correspond, and most of the decorations are signed. There are numerous finishes—a combination of gold and green (not verde antique) being particularly effective. Since the opening of the new Seventh avenue and Broadway subways the store is within twelve minutes' ride of any of the uptown hotels; besides these and the old subway there are four lines of elevated trains; so there is no lack of ways to get there; and the buyer who does not will miss seeing a line which cannot fail to find favor with discriminating customers.

In the July number of "The Illuminator," the little paper published in the interest of the Phoenix Glass Co., Harry B. Whitney, the firm's well-known traveling man, sets forth in a most interesting manner the attractive points of the concern's new line of portables. After viewing the exhibit at the company's

salesroom, 230 Fifth avenue, one must agree with all he says, for it is impossible to praise the designs too highly. The decorated shades attract immediate attention. The firm's artists have achieved some beautiful scenic and floral effects, while the figured designs are equally pleasing in their unique patterns and harmonious color combinations. And the line's attractivenese does not end here, for in the metal bases also new ideas are offered that will find instant favor.

Some Thoughts on Pottery Designs.

MUCH ink has been spilt by various writers connected with our trade as to what constitutes good and bad taste, and, inferentially, on the relation of taste to trade, says a correspondent of the "London Pottery Gazette." If we were to take the obiter dicta of one or two well-known men it might be concluded that, so far as they were concerned, there is neither good taste nor bad taste. It is purely a personal equation, what is beautiful to one having no charm for another, and each having the right, and apparently equal right, to their opinion. So that, from their point of view, the Venus de Medici and the Venus de Milo stand on the same level of beauty as the earthen statuette of Wallace, the Scottish chieftain, that once decorated the cottages of the North, all three being capable of arousing wonder and admiration.

Put thus broadly and bluntly, it is conceivable that the writers referred to would repudiate this deduction from their statements, though a wooden doll may, and often does, excite as much admiration in the mind of a child as the famous statues in Florence or Paris ever aroused in the art student. But, it will be alleged, the opinion and feeling of the child cannot be compared with the trained judgment of the connoisseur and student of the beautiful. Quite true, but are not the vast bulk of our people no better than children in their knowledge and love of beauty? It must unfortunately be admitted that the rank and file of men and women in Great Britain have no knowledge or appreciation of beauty. In the vast majority ingenuity, technical difficulty overcome, close resemblance, or imitation of nature give them the most delight. This true of rich and poor.

One day, many years ago, a laborer was walking along a Yorkshire road; it was at sunset, one of those famous sunsets of some forty years ago. His attention was called to the gorgeousness of the sky; he made no response, and just at the moment he passed a hideous wire basket, which had been covered over with bright colored wool wound around and in and about the wire. "Eh, but that's bonny!" he said. The splendor of the sunset was nought to him, but the garish and crude work of the basket wakened in him wonder. Perhaps, could one have thoroughly analyzed his mental attitude, it would have been found that it was the ingenuity that he admired, and of beauty in the true sense he had no appreciation. It is common for many to plume themselves on the fact that because they have a better education they are superior to the common herd; but a man may have a profound knowledge of science, be widely read, and wonderfully well informed, and be as ignorant of beauty of form and color as a blind man.

The condition of our streets, public buildings, statues, prove this up to the hilt. Where can you find a beautiful modern building, a fine statue well and artistically placed, or a noble street that has been planned and executed during the last fifty years? Perhaps one here and there, but for a single success there are a thousand failures. And the reason is we do not possess the sense of beauty in form or color. Let us face the facts, however humiliating. It is not in us, or at the best to a very slight extent. We may be proud of our literature, our liberty, and our fairplay, but in the realm of beauty we are but as heathen outside the pale.

Yet there must be, if we could find it, some standard by which good or bad taste or art may be determined. What is the test that the acknowledged great works of art have really stood? Is it not the simple test of time? The longer they are known and seen the more they grow upon us. It is here that the question of copies comes in. There is only one Venus de Milo, and we cannot all visit the Louvre to see it, but we can all procure good and accurate reproductions of it, and who that has had one, say in his office or working room, ever grows tired of it? That is the supreme test. Does it weary you, or does it grow upon you the longer you possess it?

Judged by this standard—and we submit that it is a true standard—how much of the pottery of today must stand condemned? In time it becomes wearisome. Why? Is it not true that in every case this distaste grows from the over-elaboration of ornament?

Every style of decorative art, whether form, line or color, passed through three stages—birth, maturity and decadence, or simplicity, full power of decoration, and then over-elaboration. Here it is that the designer's task becomes severe. Most men are soon exhausted. Let any style, we care not what, come into fashion, and at once the various designers are turned on to that particular school, and very speedily exhaust themselves; then they strive after effect by piling extravagance on extravagance, each production more extravagant than its predecessor.

Our trouble in England appears to the writer to be that we have no national style of pottery. Almost everyone knows a Greek form from a Moorish, a Chinese, Japanese or Etruscan one, because all these forms have certain national characteristics. But where

do we stand? Where, indeed? This is where so many of the so-called art wares fail. They are not indigenous. They are labored imitations or adaptations of the styles of other lands, and because of that they are doomed to weakness and failure. This, too, is probably the root of the unceasing desire for novelty. Had we a national style of decoration, either in form or color, we should ring changes on that, but we should ever keep within the limits of our style.

Some years ago we had the Japanese craze, and forms borrowed from Japan were all the rage. The gourd, the lotus flower, the stork, all duly figured on our ware, to the exclusion of our own island birds and flowers. The water lily and the heron are just as beautiful as the lotus and the stork, and much more redolent of England, but they would not do, they were not Japanese. This lack of national characteristic beautiful pottery is the more remarkable, as we have such a strongly marked national and beautiful "house" style. Our half-timbered house of the fifteenth and sixteenth centuries will yield the palm to no national house architecture in the world.

That the present world turmoil will have great and lasting effects on every department of life and thought is sure, and it may be that a national style of pottery will evolve. It may be, we say, but it is doubtful, as the great security for a true and national style of potting has disappeared. The "thrower" is no more. His place has been taken by plaster and iron machines, which turn out his work at a quarter of the price, but without his individuality and sense of line. The thrower was an artist; he might not know it, but it was so. Who has ever idly scanned the contents of a Moorish or South Spanish warehouse of clay water bottles or jugs but has felt that here was the work of men who were proud of their work? It was all on regular lines; the wares all had a family look; but there was ever a beauty of line, adaptability of form and suitability to the purpose they were intended for that raised the mat once above the similar work of our own land; and this is so because it is the work of the thrower, made and finished by him.

But the thrower is gone, and gone for aye. What, then, can be done to maintain a style of our own? First, it may be taken as certain that any shape which distinctly reminds the observer of metal work is in bad taste. This at a blow shears off the whole army of vases, jugs, bottles that depend on some huge and unsuitable handle for their decorative effect. All such tricks should be carefully avoided. That which in metal may be very beautiful and restful to the eye becomes in clay trying and unsettling, for there is ever present the anxiety lest this or that protuberance may be shattered. Let handles, legs and arms in all clay objects be reduced to their simplest proportions, so that they excite no fears as to their fragility in the spectator's mind. Let the designer aim at a pure and strong line; it will test his skill and power, but only in that direction does real success lie.

When we turn from form to ornament we are met with essentially the same difficulties. Any style of ornament is first simple and severe, then reaches fulness, and speedily passes into decadence. This is true of all art. For a safe rule, the old rule, "Don't construct ornament, but ornament construction," if rigidly adhered to, would keep all our designers out of the deeper pitfalls into which some fall. A piece of ware may be effectively decorated with a bit of pointed bone in the hands of a genius, but to be of value the hand must be that of a genius. About thirty-five years ago there was quite a rage for a faked art. There were pseudo artists in cristoleum painting, painting on satin, painting on velvet, painting on—goodness knows what! The essential point whether they could draw, say with a burnt stick on a whitewashed wall, was quite overlooked. All these sham forms of painting and this supposed skill in drawing are at once exposed when subjected to the test of simple line drawing. So is it in pottery decoration. All that class of decoration that depends on line, raised ornament scroll or pipette work, if it is to be really satisfactory and abidingly enjoyable, must be simple and severe. Apply that principle to much of the cheap ware made, and the major part would be excluded. So, too, in the wide realm of color, apart from the technical questions of difficulty overcome and purely considered as arrangements and harmonies of color. Simplicity is worth more than excessive elaboration.

A vase of fine and clear outline, covered with a pure-colored glaze, may be a lasting joy, far outshining the most elaborate productions of some of our cheap makers, where every color that can be produced is thrown on regardless of expense. In majolica decoration there is much room for noble decoration; no ware lends itself to such splendid effects as the strong, full masses of color that may be produced in colored glazes.

It cannot be too strongly insisted that the success of any school depends on the masters of that school rigorously confining themselves with narrow rules. Only along that line can success be obtained. There is on the Continent a little factory turning out decorative ware which has won praise, very high praise, from lovers of vertu, especially from Americans. The secret of its success is the smallness of the decorative field in which the designer works. Near to his factory is a famous old chateau, and the designer confines himself to the ornament found there. No two pieces are alike, but, whether he decorates a little vase two inches high or a mantel ten feet high, you recognize at once the family relationship. We venture the assertion that on these lines, and these lines alone, really great art and noble design can be attained.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUGUST 1, 1918.

YEARS ago the story about a salesman selling a crate of individual butters was the trade's standing joke. Last week the United States Government placed an order with a domestic manufacturer for thirty-two thousand, and nobody thinks there is anything funny about it.

A REPORT having gained currency that the German Government had declared contraband all American-owned goods of German or Austrian origin now in Rotterdam, the Merchants' Association of New York took the matter up with the State Department at Washington, which replied that it had no information to that effect.

MANY buyers are coming to town. Some will simply call on their particular friends, who may or may not have what they want. Others will conscientiously examine the various offerings and manage to get supplies. Look through the advertisements in this issue carefully. Each concern advertising has something worth attention.

PAYING FREIGHT BILLS.

THE majority of shippers or consignees in the past have paid their freight bills when they received their goods, and that practice should be continued in the future. In many instances with regular customers there is no necessary connection between the delivery of the freight and the presentation and payment of the freight bill; that is, the freight will be delivered to one person at one time and the bill presented to and collected from some other person at some other time. It is not the intent of the new ruling to interrupt reasonable arrangements of that sort which do not involve the granting of a period of credit, but simply to put the transaction upon a cash basis.

Assume, for example, that freight is delivered to such regular customer on Monday and that the freight bill is mailed or delivered on the same day to the shipper or consignee, being received by him in due course upon the morning of the next day. If, now, the shipper or consignee remits his check for the amount during Tuesday, so that it may be received by the morning of Wednesday, that is to be treated as a cash transaction. The bill is presented and paid in due course of business, and no period of credit in the ordinary acceptation of that term is given. This might, in fact, allow one day for the examination and correction of the freight bill; but that would not be the purpose of the transaction. In such case no bond will be required.

THEN AND NOW.

IN February, 1877, there was a strike in the potteries because the manufacturers proposed reducing wages ten per cent. The wages paid then were as follows:

	Per week
Baker and dishmaker	$18.75
Hollowware jiggerer	26.50
Hollowware presser	18.00
Dipper	20.00
Foreman of kilns	20.00
Regular kilnmen	15.00
Common laborer	9.00

To-day the laborers are getting more money than the jiggermen were getting at that time, and the jiggermen are getting over four hundred per cent more than they then received. The cost of living in 1877, while of course not as high as now, was a good deal higher in proportion to the wages then paid. Pottery operatives are now able to obtain more and better food, clothing, home embellishments and amusements. But it is a question whether the workmen of 1877 were not as happy—if not happier—than those of to-day.

POTTERS HAD ANTICIPATED EVERYTHING.

ALL plans suggested by the War Industries Board for getting the best results from the pottery industry during the continuance of the war, at a conference of federal officials and manufacturing potters held in Washington on Monday, had been anticipated and put into practice by the potters, leaving nothing more to be done at present.

The conference was called by the chairman of the War Industries Board to discuss business conditions

and practices in the pottery industry, and every part of the nation where pottery is made was represented.

Numerous suggestions were made by the War Industries Board, and in every instance the board was informed that the matter had already been thought of and adopted.

Members of the War Industries Board were greatly pleased at the patriotic spirit with which the potters had adapted their business to wartime conditions and the success which has followed.

No change whatever in business methods will result from this conference, as nothing which the Board suggested remained to be done.

In order to bring the manufacturing potters into close touch with the War Industries Board, a committee of the potters was appointed, to represent the pottery industry in all matters which the Board may wish to discuss with them. It will be in effect an executive committee so far as relations with the War Industries Board are concerned. The committee consists of W. E. Wells, Newell, W. Va., chairman; Charles L. Sebring, Sebring, O ; H. D. Wintringer, Steubenville, O.; Charles C. Ashbaugh, East Liverpool, O.; H. G. Dale, Trenton, N. J.; J. E. Torbert, Syracuse, N. Y., and D. W. Scammell, Trenton, N. J.

Accompanying the manufacturing potters were President Edward Menge and Secretary-Treasurer John T. Wood of the National Protherhood of Operative Potters from the East Liverpool district, and Vice-presidents John Hutchins and Sheldon Moore from the Trenton, N. J. district.

PERSONAL.

TO be sure that he will not lack for amusement while away on his vacation, Victor M. Benedikt, who leaves on Saturday with his family for a two weeks' stay at Haines Falls, in the Catskills, has equipped himself with fishing rods and other angling accessories, a complete baseball outfit, tennis rackets, a rifle—in short, everything but an aeroplane and a tank. Thus he can play any game but that of war.

William F. Wagner, formerly with the E. W. Hammond Co., has been sent to Camp Gordon, Atlanta, Ga., to train for a first-lieutenantcy in the flying squadron. His chances of getting the commission are more than good.

Being turned down after repeated attempts to enlist in the Marine Corps, Arthur Whitney, youngest son of Harry B. Whitney, with the Phoenix Glass Co., is highly elated at having been accepted by his local draft board from the list of recent twenty-one year old registrants. He is scheduled to report with the next contingent leaving for Camp Dix, Wrightstown, N. J.

Charles L. Gaunt, traffic manager for the Indiana Glass Co., returned to Atlantic City on Tuesday after spending a few days in New York consulting with the Horace C. Gray Co., the factory's New York representative.

Palmer Johnson, of the Chamberlin, Johnson, Du Bose Co , Atlanta, Ga., is one of the buyers in the local market this week.

H. M. Anderson, president of the Lonaconing (Md.) Glass Co., came up from Atlantic City on Saturday for a conference with Henry Witte, his new New York representative, returning on Tuesday night.

A. Lloyd, superintendent of the Hazel-Atlas Glass Co., Washington, Pa., came to New York on Saturday to confer with S. P. Whitlock, New York representative of the company, and spent Sunday at Mr. Whitlock's home at Sea Gate. He said it was "great" to rise early in the morning, take a plunge in the sea right from the house, come back to a hearty breakfast, and then sit in a comfortable chair on the piazza, with your feet in the ocean, for the rest of the day.

E. J. Schaub, of the Central Glass Works, Wheeling, W. Va., ran up from Atlantic City last week after the convention for a conference with A. P. Doctor, who represents the factory in New York, returning to the seashore on Friday, to remain until the Flint and Lime Glass Manufacturers have completed their sessions. Mr. Schaub never looked better, although he has put on some extra avoirdupois—which he does not need in the least.

M. Liebman, formerly with L. Straus & Sons, has been put in charge of a wareroom at 25 West Broadway by Fisher, Bruce & Co., of Philadelphia, where samples of china, glass, etc., are on view. The room leased is part of that occupied by the Tarentum Glass Co. Mr. Liebman is well known in the trade, and in a comparatively short time has built up quite a business for the Philadelphia concern.

Julius Baer, of Louis Wolf & Co., will be at his desk in New York on Monday after having spent a month at the Delaware Water Gap, and E. Eschwege leaves on Saturday for a month in the Maine woods. It is three years since the latter has had a holiday, and he wants to forget business for a little while; so he is going where he will not hear about embargoes and the

raising of prices. Max Goldstein will be back on Monday after a pleasant vacation in the Adirondacks.

George B. Jones, representative in New York of Johnson Bros., Hanley, England, who has been ill with pneumonia, is progressing finely and expects to be back at his desk in a very short time.

E. F. Loge, formerly of Richmond, Va., now in charge of the china and glass department of B. Lowenstein & Bros., Memphis, Tenn., arrived in New York Monday on his initial buying trip for the concern.

Stanley Gray, buyer for Block & Kuhl, Peoria, Ill., arrived in town on Monday. He reports July as one of the best months the firm has ever had.

Morris Van Nostrand, with Rowland & Marsellus, who has been spending a couple of weeks at Shippan Point, Conn., is expected home on Monday.

Louis Cruveilher, formerly salesman with the New York office of L. Bernardaud & Co , who has been at the front in the French army since the beginning of the war, has been appointed an interpreter. He is a corporal now, and stands a chance of being a second lieutenant in a short time. He hopes to be assigned to the American Division in France.

H. Ichikawa, who has been in Chicago for the past several months in connection with matters pertaining to Takito, Ogawa & Co.'s lamp factory there, returned to New York this week.

Thomas G. Jones was back at his desk bright and early Monday morning, looking in the pink of condition, after spending a delightful month at Chatham, Mass., on Cape Cod. At the same hotel were Mr. and Mrs. Horace C. Gray and daughter, and E. F. Anderson and sister. Mr. Jones said that he heard distinctly the bombarding of the tug and barges by a German submarine last week, and afterwards visited the scene of the sinkings and conversed with the crew of the tug.

Robert D. Miller, with Maddock & Miller, will go to Pelham Park on Friday for training. He now has the rank of first-class seaman, and says he expects to be an admiral in about three weeks.

One of the most versatile women in the trade is Mrs. Jennie Liff, office manager for the Hirsch-Malgood Co. There is nothing in connection with the business to which she cannot turn her hand should the need arise, even though it be the actual making of a glass spoon. She says that to know more than one thing relieves the monotony so often complained of in business. "Why," she continues, "if I had nothing to think of but keeping books and sending out bills, day in and day out, I would have been in a sanitarium long ago."

W.C. Rhone, formerly with the Vodrey Pottery Co , East Liverpool, now a private in the 59th Company, 7th Regiment, Santiago de Cuba, writes that he is well and happy, but is anxious to get to France. His brother, Walter H. Rhone, formerly with Geo. Borgfeldt & Co. as Canadian salesman, has recently joined the Marines and is now at Paris Island.

R. T. Williams, with the T. A. Chapman Co., Milwaukee, arrived in New York on Monday, and registered at the Vanderbilt. He will be here until the middle or end of next week. He reports business in Milwaukee excellent.

Varde McFarland, president of the Pacific Importing Co., who spends most of his time in Japan, arrived at the concern's headquarters in Seattle last week for a visit. After leaving the Land of the Rising Sun he developed a bad case of tropical fever, and reached San Francisco in a very much weakened condition.

G. Wallace, of the Jeannette (Pa.) Shade and Novelty Co., arrived in town on Monday for a short visit, principally to confer with the firm's New York agents, the Horace C. Gray Co.

TO CONSERVE FUEL IN FACTORIES.

POTTERIES and glass factories will be the first to be visited by representatives of the newly-organized Industrial Furnace Section of the Bureau of Conservation of the Fuel Administration, with a view to conserving fuel.

All plants using fuel for direct heat, such as the pottery and glass industries, will come under the jurisdiction of the Industrial Furnace Section, which is expected to bring about a saving of 3,000,000 tons of coal a year by correcting wasteful conditions at the various fuel-consuming plants.

The Section is in charge of an experienced engineer, who has under him thirteen districts, embracing thirty-one States in which industrial furnaces are used. Each of the thirteen districts has a local head with an advisory board and a corps of inspecting engineers under him. A standard questionnaire is being prepared to be sent to each plant owner for the information of the district head. Personal visits of the inspecting engineers will follow, and in each instance efforts will be made by the engineers to recommend some method of preventing waste and getting better results out of the same amount of fuel.

Pittsburgh and Vicinity

The increases in wages so far granted flint workers during the recent joint conference between manufacturers and men at Atlantic City, N. J., caused no surprise, the action of the conference having been discounted. Concessions were made by both sides, and an amicable adjustment resulted. In the engraving department an increase of 10 per cent was given; in the machine pressed department 15 per cent; in the shade and globe departments 20 per cent. No change in working conditions was authorized, although in order to speed up production the manufacturers wanted an "unlimited" turn. In the past it has been the rule that so many of a particular item be made per turn. The demand of the manufacturers that the workers "go the limit," shows their great desire to obtain the greatest possible production in all departments.

The Government continues to be an active buyer. Sealed proposals are wanted at the Medical Supply Depot, 628 Greenwich street, New York, for monthly deliveries up to December next of glass stoppered flint bottles, chimneys for hand and stand lamps; medicine glasses, medium 12x20 inch mirrors, salt and pepper shakers, and ground-bottom tumblers.

The annual meeting of the stockholders of the United States Glass Co. will be held Wednesday, August 28. On account of the shortage of office help, the issuance of the annual statement of the company will be delayed slightly this year. Work on the report is now progressing as fast as possible.

Among the buyers in the district last week were Mr. Myers, for the S. H. Kress Syndicate, New York City, and George Brown, for Rudge & Guenzel Co., Lincoln, Neb.

Swaney Hall, sales manager and traveling representative for the L. E. Smith Glass Co., Mt. Pleasant, Pa., was one of the draftees to leave East Liverpool on the morning of July 26 for Camp Jackson, Columbia, S. C. Mr. Hall is one of the youngest salesmen in the trade. He was engaged in newspaper work before joining the Smith organization.

William Nickel, father of W. R. Nickel, assistant secretary of the United States Glass Co., and brother of Ernest Nickel, died suddenly last week from an attack of acute appendicitis after an illness of two days. He was engaged in the restaurant business here on Sixth street, opposite the Colonial hotel, and was well known to glass and pottery salesmen.

Harper J. Ransburg, secretary of the National Associated Manufacturers, says that owing to the depletion of the ranks of the road salesmen by the draft and enlistment route the best way to care for the wants of the retailers is by the exposition method. The local display of this organization was a success, several hundred buyers attending from nearby towns.

A steady improvement in the transportation problem has been noted hereabouts during the past fortnight. Ability to obtain cars for bulk shipments has been easier, and it has also been possible to get merchandise through to the East in better time than formerly.

The board of directors of the Fostoria Glass Co,, Moundsville, W. Va., held their regular quarterly meeting July 25 and declared the usual two per cent quarterly dividend.

The Macbeth-Evans Glass Co. make the largest variety of articles in glass of any concern in the country. Read over the list published in their advertisement elsewhere in this issue. Besides those enumerated they make hundreds of others. They issue catalogues of everything, and these may be had upon application.

THE GLASS BUTTON INDUSTRY.

PRIOR to 1908 practically all glass buttons used in the United States were imported from Austria, where the glass-button industry centered about the city of Gablonz. Some glass buttons, however, had been manufactured in the United States for about 30 years prior to that time.

The glass-button industry in this country became of commercial importance in 1908 with the manufacture of imitation jet to meet the demand for black buttons then much in vogue. American manufacturers were able to produce such a satisfactory imitation jet button that the Germans soon followed the American example in the use of glass and produced large quantities of imitation jet buttons, which they shipped to this country in competition with our domestic product.

The credit for placing the glass-button industry in this country on a commercial basis belongs to the late J. A. Deknatel, whose firm still operates in Brooklyn, N. Y. Mr. Tuttle, of Providence, R. I., is also one of the pioneers in this industry. At present there are about six factories in New York, eight in Providence, and one in Jersey City, N. J., employing in the aggregate from 225 to 250 persons. The value of the output is estimated at about $300,000 per year.

The raw material used by the glass-button manufacturers in this country consists of glass rods (referred to in the U. S. tariff as "fusible enamel"). This material has not as yet reached the degree of perfection of that used in other countries manufacturing the same commodity because of the inferior quality of certain chemicals used in the manufacture of glass. These chemicals, which include potash, soda ash, and the like, were imported before the war from Germany.

The glass rods used in this country come in lengths up to four feet and in diameter from one-fourth of an inch to one inch. They are in plain white, black, and colors and are usually transparent. Opaque colors are not produced in this country for the reason that the sand used here in the manufacture of glass does not mix successfully with the other necessary ingredients. The prices paid for these rods before the war were about nine cents a pound for black (opaque) and twelve cents a pound for crystal and transparent colors. Since the war there has been an increase in the price of glass rods of from twenty-five to fifty per cent, the increase varying with the color. Similar grades of glass rods sold in Austria-Hungary before the war for about one-fifth of the domestic price. Deep fire red (cherry red) is the most expensive color to produce; it has not yet been successfull produced in this country, but is imported from Europe. Other expensive shades, such as yellow and old rose, which are now imported from France, cost the button manufacturer an average of sixty cents a pound. Although all colors can be made in this country the actual production and quality do not meet the requirements of the domestic manufacturers.

The manufacture of glass buttons involves three principal operations—pressing, grinding, and finishing.

Most of the glass buttons are made with a brass shank, and the first process is to insert this shank into the mold. In the next operation the glass presser melts the glass rod into a putty mass over a Bunsen burner (a combination of air and gas to produce a blue flame) at an average temperature of about 900°, after which it is laid between two molds and pressed together to give the button the desired shape. As the buttons fall out of the molds, they are annealed (cooled off) until absolutely cold. This cooling process requires about three hours. In this condition the buttons have still a sharp rim, produced by the two molds pressing together; these rough edges are removed by grinding them on carborundum wheels. The buttons are then washed in hot water, dried in sawdust or with towels, according to grade, and mounted on cards. Some of the more expensive buttons are painted or otherwise decorated by hand, by girls who are paid an average of $10 a week.

The wages in the United States average in normal times $1 a day for shank inserters, $2 to $3.50 for pressers, and $2.50 for the grinders (who also do the polishing). Carding averages about five cents per gross. The average wage in Austria-Hungary, where the industry was carried on to a large extent in the homes of the individual workers and in the winter time, was about fifty cents per day for male adult labor, and considerably less for children, who were employed in great number. As this trade is carried on mostly on a piece basis, it can not be claimed that the lower wage in foreign countries also involves a lower individual production.

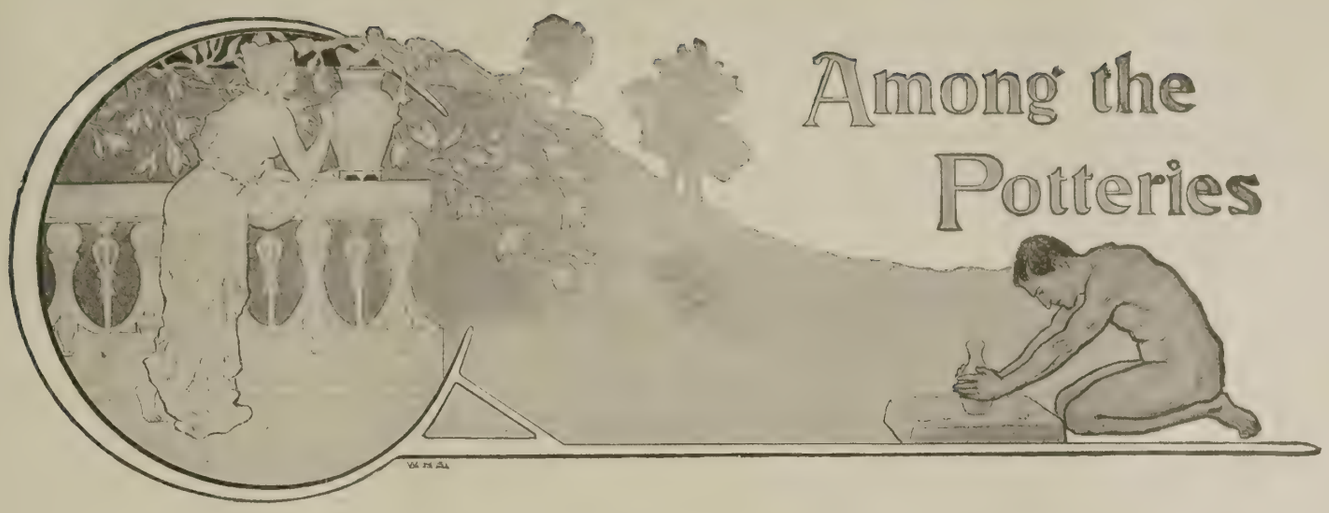
The steel molds, which are usually made by the individual manufacturer, are also much more expensive here than in Europe, the European price, according to the American manufacturers, being about one-fifth of that of the American. The molds and machines used in this country, it is claimed, compare favorably with those used in Europe.

According to the American manufacturers, the European glass-button industry has the advantage of a large supply of cheap skilled labor and a long-established trade. Also, on account of the variety of raw material, it is equipped to produce a greater number of novelties in a comparatively shorter time. The European products are sold throughout the world, whereas the domestic manufacturer is dependent almost entirely upon the home market.

At present small quantities of American-made glass buttons are being exported to Canada and Central and South America. Although raw material and wages will undoubtedly increase in Europe after the war, the increase will probably not be sufficient to protect the American manufacturer from severe competition from that quarter. Japanese glass buttons have also lately made their appearance in this country and are said to be offered at prices even lower than those of the European product before the war.

The types for which there is the greatest demand are those used in trimming women's waists, and range in size from fourteen to eighteen lines. The maufacturers claim that foreign competition will be especially felt in these sizes.

The imports of glass buttons, the quantities of which fluctuate greatly on account of changes in fashion, have been since 1912 as follows: For 1912, $138,977; $442,097 in 1913; $597,780 in 1914; $257,033 in 1915; $65,347 in 1916, and only $2,776 in 1917. These imports were mainly from Austria-Hungary and Germany and their elimination has greatly helped the development of the domestic industry.



East Liverpool and Vicinity

The wage discussion at the William Penn Hotel, Pittsburgh last week, was interrupted by a call from Washington that representatives of the pottery industry were wanted for a conference there on Monday, July 29. The committees "got a hustle on," and finished up their labors in record time, and to the satisfaction of all concerned. Then the potters left for the Capital and astounded the members of the War Industries Board by showing that everything asked for had been anticipated and adopted long ago.

* *

Pottery manufacturers are using all possible means to increase production and establish greater efficiency in their plants. Some certain departments have been paid time and a half in order to speed up production. The drawing of kilns on Sundays is quite common. The whole question of increased output lies with the employees. And the manufacturers are more than willing to go the limit in order to obtain results.

* *

Buyers visiting the market recently were Guy C. Robinson, for Kinney & Levan, Cleveland; Mr. Parrish, for E. B. Taylor Co., Lynchburg, Va.; Julius Hirschberg, for S. Kahn, Sons & Co., Washington, D. C.; Mr. Bernstein, Cincinnati; George Brown, for Rudge & Guenzel Co., Lincoln, Neb.

* *

Four young men from the clay shops of the Cartwright plant, one kiln drawer and one packer were included in the draftees who left here July 25 for Camp Jackson, Columbia, S. C., and a proportionate number was taken from other potteries. The question of filling these vacancies is the biggest problem now confronting the manufacturers.

* *

In presenting wrist watches, safety razors and knives to the draftees from the T. A. McNicol pottery, Mr. McNicol said to the employees who had assembled: "One thing for you who remain at home to remember is this: By reason of these and other companions leaving you should give every minute of your time to production. This extra effort helps win the war by putting you in a position to contribute larger amounts to the Government for the support of your fellow-workmen. The present is no time to lie down on the job. Be steady in reporting for work. Don't wait to be told what to do or whom to help. This concern needs your help, and the question of greater production and higher efficiency is entirely with you."

* *

Pottery manufacturers were advised this week that where conditions warrant the railroads will render freight bills to patrons daily, but payment must be made within forty-eight hours from the time such bills are rendered. An additional forty-eight hours can be obtained upon the filing of a bond. A separate bond will be required by each railroad.

* *

Operations at the plant of the Bedford (O.) China Co. will not likely start until fall. The continuous kilns at this plant are nearing completion, but machinery is slow in delivery.

* *

The shortage of pottery help is not confined to this territory alone. Out-of-town manufacturers are using local newspapers in advertising for men. All kinds are being sought, from sliphouse workers to packers.

* *

Marking of casks packed with Government-ordered goods is some work. Those sent out by a local firm here early this week had over thirty lines of text upon them—requisition numbers, division order numbers, contents, special delivery, instructions, and a lot of other matter.

* *

While the production of hotel ware in this district is greater, the demand is constantly increasing. It is not uncommon for a firm to receive overtures from large consumers of this line to take their entire output; but the rule has been not to "put all eggs in one basket."

* *

The employees of the E. M. Knowles China Co. formed the largest body of pottery workers to turn out in the big parade here the evening of July 25, preced-

ing the departure of 248 selectives from this district. Officials of the firm were included in the line.

East Palestine, O. In their advertisement the W. S. George Pottery Co. say: "Always insist on getting the best American dinnerware," and then add: "George makes it?" The slang phrase, "Let George do it!" had great vogue and now "George makes it!" is becoming known throughout the crockery trade. If you are not handling the products of this pottery, now is a good time to begin.

Crooksville, O. Elsewhere in this issue the Crooksville China Co. call attention to their tableware. While couched in few words, their announcement is comprehensive, and dealers will conserve their own interests by getting orders in as quickly as possible.

Sebring, O. Besides adding eighteen new exclusive border patterns to their already large line of dinnerware designs, the Sebring Pottery Co. are now making double-thick hotel china. It will no doubt find ready purchasers. Owing to the immense requisitions from the Government the market is almost bare of this class of goods, and a new source of supply will be welcomed by the trade.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	16	315	$146.23
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	15	353	150.70
Edward Boote	230	1209	1,261.50
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	485	221.25
Strobel & Wilken Co			7,249.38
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52 35
J. H. Venon, Inc.	67	276	347 08
U. S. Glass Co.	79	1107	596.00
C. Dorflinger & Sons	18	148	$ 111 76
K. J. Okajima		193	48 25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	71	187.68
Ko Kozai		58	14.50
Theo. Haviland	55	106	155.44
L. Straus & Sons	868	1659	4,028.74
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	298	577	1,634.25
B. Illfelder & Co.	1	37	13 40
Empire China Works.	71	851	508.11
B. Strasburger	72	667	466.46
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	113	1422	825 61
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	52	378	312.25
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	219	6385	2,507.72
Geo. Borgfeldt & Co.	1450	2234	6,619 50
Wm. H. Plummer & Co.	8	114	61 86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	62	152	348.00
Vogt & Dose	12	284	121 00
S. Birens	200	6	826 00
Calumet Mfg. Co.	26	100	132 92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165 50
Bryce Bros	70	275	418 75
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	95	250	458.70
Rich & Fisher		179	44.75
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	15	100	87.55
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	25	620	259.49
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16 00
S. Alpert	7		29.26

The United States Tariff Commission.

AN OUTLINE OF ITS WORK AND PLANS. *

LET me begin with a few words concerning the precise nature of the Tariff Commission. It has no administrative or judicial functions like those of the Interstate Commerce Commission and the Federal Trade Commission. It is a body purely for gathering information and suggesting recommendations. But it is unlike most investigating commissions in that it is not temporary. It is created not for the purpose of investigating a particular situation and making a special report thereon; it is expected to continue its operations over a considerable period of time and to make not one report, but a series of them. The members of the Commission are appointed for terms of twelve years, and in the act establishing the Commission, Congress authorized a continuing appropriation. Permanent commissions usually have administrative functions; commissions whose functions are for investigation alone are usually temporary. The Tariff Commission is created primarily for investigation, and yet it is permanent. A body of this kind is unique. What can be achieved by it?

First, let it be pointed out what it can *not* be fairly expected to do. I am sure that I state truthfully the attitude of the Commission, and the attitude of Congress when it established the Commission, when I say that our task is not to take tariff questions out of the hands of Congress, or to remove them from the realm of statesmanship. We hope that we can aid in their settlement and can promote the ends of statesmanship. But the determination of public policy in this direction, as in every other, must rest in the first instance with the legislature and ultimately with the people. Nobody, however expert, can settle, still less dictate, the position which the country shall take on controverted political and industrial questions. All that any administrative or investigating body can do is to contribute toward discriminating and intelligent discussion and action.

Our essential task, then, is to act as the servants and assistants of Congress. We are to gather and prepare information, to sift the essential from the nonessential. We shall bend our utmost endeavors to be exhaustive in inquiry, and at the same time brief and discriminating in statement. As regards advice, we must be sparing, since advice must often rest on the basis of established fundamental principles; and fundamental principles must be settled not by the Commission, but by Congress and by the public. We have no mission of a high-flying sort.

It will be admitted by all, I believe, that hitherto in the consideration of tariff problems trutworthy and accurate information has often been painfully lacking. The Committees of Congress have been fairly swamped by conflicting statements, on matters pertinent and not pertinent. They have heard unending testimony on both sides. They have found it beyond the limits of physical possibility to deliberate and discriminate, to separate the wheat from the chaff, to ascertain what were the unquestionable facts, still more to ascertain which facts were significant. Complete information on the contested questions has always proved difficult to obtain. Sometimes, it must frankly be confessed, information really complete may be impossible to obtain. No Tariff Commission can pretend to be a perfect and inexhaustible encyclopedia of information. And yet it may conceivably perform functions of a somewhat encyclopedic sort. Given time, organization, foresight, and the way can be made ready for prompt and intelligent action. The Commission has already begun the preparation of a catalogue of tariff information, and has put in charge of it a competent and trained statistician, already long experienced in the work of the Census Bureau. If time is given, and the work of the Commission proves as permanent as Congress has designed it to be, this catalogue will become a handy source of reference for pertinent information on the several phases of the tariff question. It is designed to have on hand, in compact and simple form, all available data on the growth, development, and location of industries affected by the tariff, on the extent of demestic production, on the extent of imports, on the conditions of competition between domestic and foreign products. To gather information of this sort and to present it in usable form is far from an easy task. Like any far-reaching scheme of investigation, it can not be carried through suddenly or quickly. But given time, the Commission hopes to have, and to keep continuously

* Originally prepared as an address by F. W. Taussig, chairman of the Commission, before the Home Market Club, Boston.

up to date, a body of information that will be of important service in the determination of tariff policies. This much can be accomplished and surely is worth accomplishing.

Not a little has been said in discussion of the tariff situation in general and of the Tariff Commission in particular about the desirability of a scientific policy. That term should be used with caution. In the field of political and social inquiry we have not reached that stage of scientific certainty which has been reached in so many branches of natural science. Certainly it will not be contended that the principles of economics can be laid down in such terms and with such certainty as to enable us to formulate commercial policies which rest upon settled foundations. But the term "scientific" may be used in a different sense from that in which it implies established principles and indubitable truths. In that other sense, it means simply that we shall proceed with care and method; that we shall be accurate, painstaking, discriminating, shall refrain from guess, rumor, exaggeration, vague and untested general statements. We proceed in a scientific way if we gather all the information we can, sift it with care, present it clearly, apply it intelligently. In this sense the operations of the Tariff Commission may fairly be expected to have a scientific character and prepare the way for a scientific treatment of tariff problems.

To one further problem I would invite your attention in this connection. So long as the fundamental questions of principle are subject to disagreement, legislation must proceed more or less by compromise. Compromise appears, however, not only on matters of princpiple, but on many matters of detail. The adjustment of the details of tariff duties has sometimes taken place by compromise between the representatives of different constituencies, each representative necessarily reflcting the views and wishes of his own locality. This situation has frequently been ascribed to a lack of public spirit or integrity among members of Congress. No such explanation is for a moment tenable. Everyone familiar with our Senators and Representatives knows that they are a body of high-minded and patriotic men. Though they differ, necessarily, in their views on contested questions of public policy, all are equally desirous of promoting the public good. But the position of a legislator as the mouthpiece and representative of his constituents leads to pressure for the promotion of their interests; and that pressure easily leads to a pooling of the interests of different constituencies. The fundamental principle upon which our Government was founded, that of checks and balances and of decentralized responsibility, militates against comprehensive and consistent plans of legislation. The establishment of the Tariff Commission indicates, it may be safely said, a desire on the part of Congress to promote consistency and comprehensiveness in this field and to avoid, as far as possible, the anomalies which result from the absence of any agency whose duty it is to survey the situation as a whole.

Quite different from these general problems, and yet of no small importance, are those involved in the administration of tariff laws. Here there is beyond question a large field for strictly noncontentious and needful inquiry. Some aspects of it are specifically mentioned in the act creating the Commission. The Commission is called upon, for instance, to investigate the administrative and fiscal aspects of the customs laws, the effects of ad valorem and specific duties, the arrangement and classification of articles in the customs schedules. The vexed question of the expediency of specific duties as compared with ad valorem duties is not necessarily connected with any disputed matters of public policy; neither is that of the simplification of the machinery for entering and appraising imported merchandise, and for collecting the duties. Everyone conversant with the framework of our tariff laws knows that much of it is cumbrous, ineffective, and obsolete. The Commission has already entered on this part of its task, and is confident of being able to point the way to simplification and improvement.

Let me describe, by way of concrete illustration, a problem of an administrative and noncententious sort, which the Tariff Commission had occasion to consider almost immediately upon its establishment. A familiar phenomenon in our revenue legislation, with regard both to customs duties and internal taxes, has been the withdrawal of commodities from the taxable field during the period in which an increase of rates was under discussion. It is inevitable that when the first steps are taken toward an advance of taxes, commodities should be withdrawn at the then existing lower rates in order to prevent them from being subject to the proposed higher rates. There have been occasions when this has been done upon an enormous scale and with most serious consequences for the public revenues. Many of you will remember what happened in 1897, when the Dingley tariff bill was under discussion. During that long period of discussion, it was probable, indeed certain, that wool, which had been free under the preceding tariff act, that of 1894, would be subjected to duties in the then pending measure. Enormous quantities of wool were consequently rushed in from all parts of the world and were entered free of duty. When the act of 1897 was at last enacted there was a corresponding sudden drop in importations. It was several years before the wool market recovered from this anomalous situation and was able to adjust itself with some stability to the newly levied duties. The Government lost millions of dollars of revenue, while yet the ultimate purchasers of wool did not secure it upon a free wool basis. The same thing happened with regard to other articles during the period when the Dingley Act was under consideration. The total loss of revenue to the Government during the six months of that interim period was not far from $75,000,000.

The same difficulty appears with the internal revenue taxes. When proposals for increasing internal taxes are under consideration, the commodities to be reached, such

as spirits and tobacco, are rapidly withdrawn from warehouses. The Government loses money; the consumers nevertheless pay prices based on the higher taxes eventually imposed. Sometimes the results of the situation are almost fantastic. A few years ago, when it was proposed to increase the tax on spirits, it was represented that the mere proposal, which as it happened came at a time of financial uneasiness, would serve to precipitate a crisis. Withdrawals from bond, it was urged, would take place on so great a scale, and the persons making the withdrawals would borrow so heavily from the banks in order to make their tax payments to the Government, that a financial panic would ensue. The difficulty was doubless exaggerated; but, to use an old phrase of Adam Smith's it must have been very great to be susceptible of such exaggeration. The embarrassment is a serious and constantly recurring one.

Now for all this there is a remedy; nor is it far to seek. Other Governments have long dealt successfully with the difficulty. Great Britain has a settled practice by which, as soon as the Government proposes an added tax, it is collected at once, with the understanding that if the proposed legislation should fail to be enacted the anticipatory collection shall be refunded. In France and in Italy the lawproviding for the same procedure has the not inapt designation of "padlock law." The Government's revenue is protectd by the provisional collection of proposed taxes, and trade unsettlement from a sudden withdrawal of commodities under the old rates is avoided.

The Tariff Commission accordingly submitted a report to Congress showing the embarrassments and difficulties which had arisen in the United States and proposing a remedy which seemed to the Commission feasible. Naturally, the details of procedure can not be the same in the United States as in other countries. Our legislative practice brings it about that in the course of the consideration of proposed tax laws by Congress, there is much greater probability of amendment and modification than is the case elsewhere. In foreign countries duties proposed by a cabinet or by a budget committee are likely to be enacted without change. In this country, however, a duty or tax must run the gauntlet of the House of Representatives and the Senate, and may emerge in very different form from that in which it is first proposed. But though the situation is less easy to deal with, it is not impossible to deal with. The Commission presented a draft of legislation which was flexible and was believed to be practicable. It is hardly necessary to say that in any such plan regard must be had to outstanding contracts and to the protection of merchants who have entered in good faith on commercial arrangements based on the previous tax situation. The case, at all events, serves to illustrate the point to which I am now calling your attention. There is a large field of administrative and noncontentious legislation in which improvement can be effected by careful study. Incidentally I would mention that this is the only subject upon which the Commission has been asked to suggest recommendations to the Committee on Ways and Means, to which, of course, belongs the initiation of all revenue legislation. The Commission has been very recently instituted. Meanwhile, the exigencies of the war have come on the country suddenly and unexpectedly. They have made impossible that deliberate survey of the revenue aspects of the tariff which was assigned as one of the duties of the Commission. It could not be expected to contribute at once to the solution of the pressing revenue problems and very naturally was not consulted.

Let me call attention to still another direction in which preliminary investigation may aid in dealing satisfactorily with far-reaching and difficult questions of public policy—those connected with our foreign trade and our international relations. In the act creating the Commission it was provided that the Commission should have power to investigate our tariff relations with other countries, and the commercial treaties and economic alliances which must be considered in connection with our own tariff policy. These problems of commercial policy were important as well as perplexing six months ago. They have become even more important and perplexing with the entrance of the United States into the war. Industrial rivalries underlie in no small degree the fearful contest in which the world is now engaged. They must inevitably present themselves for adjustment when the end is reached and peace is at last concluded. Even had we been able to maintain a policy of neutrality and to refrain from entering the war, we should have been compelled at its close to reconsider our international policy with reference to the changed world relations that will eventually emerge. Now that we have thrown our lot with the allies and are ourselves in the thick of the fight, it is even more imperative that we should consider what part the nation shall play and what attitude it shall take in the realignment of commercial and industrial forces.

Now in this regard the country has made some experiments already, has encountered some failures, has learned, or at least should have learned, some lessons. During the last generation we have tried several forms of commercial treaty and reciprocity arrangements. The results, it must be admitted, have been by no means satisfactory. I will not weary you with anything like a detailed account of the various types of legislation which we have tried. One form of reciprocity, incorporated in the McKinley Act of 1890, led to a few short-lived treaties. Still another form, tried in the Dingley Act of 1897, was attended virtually with no consequence whatever. In the tariff act of 1909 still another kind of commercial or bargaining device was set up, again with results that can not be said to have been of significance, and certainly not of promise as regards the very different conditions which now confront us. Meanwhile other countries have gone their way with experiments and

policies of their own. France has tried a policy of maximum and minimum tariffs. Germany has elaborated the essentially different plan of conventional or treaty tariffs, embodying a large and complex form of commercial bargaining. The British colonies have developed a system of preferential tariffs; and it would seem among the possibilities, indeed among the probabilities, that some general system of preference will prevail after the close of the war between Great Britain and her colonies. The lessons to be learned from all these experiments and trials are by no means clear. Some methods that have proved serviceable in foreign countries are not practicable in the United States. Others are in themselves not in accord with the principles and traditions of the United States. Still others may contain useful lessons for us. What is clear above all things is that the situation calls for prudence, foresight, systematic inquiry on the experience of the past and the possibilities of the future.

The Tariff Commission is endeavoring to grapple with this complicated problem. It has already begun a thorough investigation of the reciprocity treaties and the commercial policy of the United States and of European countries. Still more, it has undertaken to inquire independently what are the plans and expectations of the various countries in this connection with regard to the future. Two members of the Commission have been designated, with the consent of the Department of State, to proceed to foreign countries, both those in the Orient and those of the Western world, with a view to ascertaining on the spot what is the state of opinion and what is the expected course of action. We are well aware that on many aspects of this problem nothing of a definite sort can yet be ascertained. Yet something can be learned concerning the possibilities and the prospects, and some preparation can be made for the establishment of a sound policy of our own. Toward this end the Commission hopes to contribute both by its investigations at home and by its inquiries abroad. The foreign mission, it need hardly be said, is not for the purpose of intruding on the plans or actions of other peoples, but for frank and friendly interchange of ideas, and the promotion of concord.

One general remark may be added concerning the spirit i nwhich the United States should shape its own policy and should participate in the commercial negotiations that will come at the close of the war. We shall enter upon them, I trust, in the same spirit in which we have entered on the hostilities themselves. Our President has stated in eloquent terms the attitude which this country takes in the great world struggle. We desire no conquests for ourselves; we are averse to conquest by others. We wish to see no nation exterminated; we wish to see no people subjugated. We look for the largest freedom of development for all nations, for the largest measure of choice by each in determining its domestic policy and its relations with other nations. As we take this to be our guilding principle in matters political, so we should also take it in the field of industry and commerce. We enter the war in no spirit of exploitation for ourselves or for others; and we shall join at its close in no policy of exploitation. We shall not desire for ourselves discriminatory or unequal commercial privileges. We shall regret the grant of unequal privilege to other nations, not merely because such grants may be injurious to ourselves, but because they are inconsistent with that lasting peace which we hope to promote among the nations. If we adopt defensive commercial legislation of our own, it will be with the design of maintaining it strictly as defensive, not as a means of aggression or control.

The world will become a very different world after the war. We can not isolate ourselves. Foreign trade as well as foreign diplomacy must play a greater part than before. We must be prepared to meet the commercial, as well as the military and political dangers which are involved by our entry into world politics. But as we have stood for freedom, equality, and justice in our past policy of isolation, so let us stand for freedom, equality, and justice in our new policy of world participation. If we extend our foreign trade, we shall hope to do it by making that foreign trade advantageous to others as well as to ourselves. If we make commercial alliances, we shall wish to make them profitable not only to ourselves but to our commercial allies. It would be a vast misfortune, and indeed a negation of all we hope to accomplish by the war, if it left behind it no other commercial policy than one of selfish struggle and mutual recrimination. Our aim should be not to secure discriminations but to remove them. Our industrial and commercial ambition should turn not to securing artificial aid for our own trade, but to that efficiency of industry which promote the prosperity of all the world.

In conclusion, gentlemen, I wish to enlist your cooperation and the cooperation of the public, and at the same time wish to assure you of a sporit of cooperation on the part of the Commission itself. We shall welcome information and suggestions from all quarters, and we shall not fail to give attentive consideration to everything that reaches us. Many problems and difficulties will suggest themselves to business men in their own experiences which would be valuable to the Commission. Many views will present themselves which will escape notice unless freely brought to the attention of some coordinating body. We constitute a sort of clearing house for discussion and the gathering of information, and we welcome contributions from all quarters.

As regards the attitude of the Tariff Commission itself, let me give you the most complete assurances that it approaches its problems in an absolutely nonpartisan attitude and with a total absence of prejudice. It has no doctrine to preach and it has no panacea to prescribe. Its only guilding principle is that of a desire to promote the public well-being. Its prime object is patient investigation and absolutely impartial attainment of the facts. Its members have no ax to grind. They ask the indulgence of the public for their inevitable shortcomings, but they can give the most unqualified assurance of single-minded service.

At the same time, while giving this assurance, they must ask the public to have consideration for the difficulties under which they labor. As they will with patience conduct their investigations, they must ask the public to await the results with patience. They do not flatter themselves that by the circumstance of having been appointed Tariff Commissioners they have thereby suddenly becom abundant fountains of wisdom. They have much

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Cut Glass, Stoneware, Teapots, Lamps and Silverware in enormous quantities.

Right here in Boston, ready for shipment the day your order arrives. Get the significance of it?

The thing you want most in fall and holiday merchandise is available RIGHT NOW.

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August 11th to 25th. R. W. COREY in charge.

Just Arrived,

The "WINTHROP" Open Stock.

New Pattern. New Shape.

A rich matt gold band with inside hair line of red, and half solid coin gold handles. Immediate shipment may be had of stock crates (basis of five sets) or repacked lots. Sample by mail if desired.

If you haven't received your copy of our new complete catalogue, let us know. It shows our entire line. You will find it useful.

MITCHELL, WOODBURY CO.,

"The House That is Known by the Customers It Keeps,"

556-560 Atlantic Ave. (One Block from South Station), BOSTON.

to learn and will need time for learning it. Investigations can be successful only if time be given for them. A competent staff must be organized, must be drilled, must be given time to work out the facts and prepare an intelligent exposition of them. We of the Commission can promise to do our best, but we can not undertake to solve all problems that call for solution, still less are we now in a position to solve them. We must ask your kind indulgence, your constant patience, your friendly aid.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

Mr Anderson, hf, t, c, C T Johnson Co, Galesburg, Ill. 1133 Broadway.

H S Bain, c, g, Rochelle, Ill. Park avenue.

J L Minnaugh, hf, J L Minnaugh & Co, Columbia, S C. Holland House.

J H Schoenberg, t, Rothschild & Co, Chicago. 470 Fourth avenue.

S J Natkin, c, g, The Fair, Chicago. 225 Fourth avenue.

J F Nichols and Miss Byerly, s, Haris-Emery Co, Des Moines, Ia. 1150 Broadway.

Mr Rossner, t, Emery, Bird, Thayer D G Co, Kansas City, Mo. 25 Madison avenue.

Miss C Hinnant, hf, Miller & Rhoads, Richmond, Va. 432 Fourth avenue.

I Marks, t, Marks & Knoring, Boston. Albert.

W M Jamieson, hf, Jamieson H F Co, Trinidad, Col. 1270 Broadway.

M Crueson, c, hf, t, Cohn-Hinkel D G Co, Wichita, Kan. 1239 Broadway.

Miss M Mankis, s, Espenhain D G Co. Milwaukee. Prince George.

Miss C Schwan, Max Schwan, Norfolk, Va. 17 West Eighty-third.

W Lannon, s, City of Paris D G Co, San Francisco. 170 Fifth avenue.

R J Calm and A J Kline, hf, Dives, Pomeroy & Stewart, Reading and Harrisburg, Pa. 230 Fifth ave.

G L Glass, hf, c, Maas Bros, Tampa, Fla. 1150 Broadway.

W E Beatty, c, Geo B Peck D G Co, Kansas City, Mo. 230 Fifth ave.

P Schaeffer, hf, c, s, Adam, Meldrum & Anderson, Buffalo. 230 Fifth ave.

Miss A H Freeman, g, Liftig & Co, Ansonia, Conn. 52 Fifth ave.

W H Anderson, c, g, hf, l, P Wiest's Sons, York, Pa. 404 Fourth ave.

H W Swirles, c, g, McPherson & Edwards, Springfield, Ill. Knickerbocker.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

BUYER—ten years' experience in china, glass and pottery—open for position August fifteenth. Draft exempt. Address A 177, this office.

SITUATION WANTED.—Sculptor, modeler, designer, graduate of national school of decorative art of Paris, three years designer and modeler of Libbey Glass Co, open for engagement. Best references from present employers. Address FRED. VUILLEMENOT, 1820 Erie St., Toledo, Ohio.

BUSINESS OPPORTUNITIES.

WANTED—Agency for New York and the East of a first-class lighting glassware line. Have a specially-equipped showroom. Address J. M. G., this office.

FOR SALE.

STORE AND LONG LEASE. $20,000 STOCK. CLEAN, SALABLE CHINA, HOUSEFURNISHINGS, DRUGGISTS' SUNDRIES. THE MOST ATTRACTIVE CHINA STORE IN THE U. S. DOING BUSINESS WITH OVER 300 FACTORIES AND GREAT GOVERNMENT INTERESTS. RAIL AND RIVER TRANSPORTATION. DELIGHTFUL CLIMATE AND ENTERPRISING PEOPLE.
EDWARD A. ABBOTT, CHATTANOOGA, TENN.

FOR SALE—Twenty china and glass sample trunks in fine condition, with trays. Salad trunks and miscellaneous. Address F. H. PFEIFFER CROCKERY CO., Peoria, Ill.

SALT and PEPPER SHAKERS.
LIGHT AND HEAVY CUTTINGS.
In great variety. Popular prices. Ready for immediate delivery.
EDW. H. D. ECKERT, 156 Fifth Ave., New York.

WE MAKE ESSENTIALS.

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MAKERS OF
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CROCKERY and GLASS JOURNAL

NEW YORK, AUGUST 8, 1918.

CONDITION OF TRADE.

New York The arrivals so far this year are about the same as last year, but less than half the number here two years ago. Those who are in the market are limiting their purchases to what the importers have to offer. No one is pressing sales now, but all are desirous of accommodating their cusromers to the extent of their ability to supply needed wares. Odd lots for immediate delivery are in good request, and, occasionally, some good purchases are made. Two weeks ago, we recorded that an importer had a crate of plates and teas which he had not ordered but which were none the less welcome, and were quickly sold. Last week, an importer of French china received three casks of dinnerware which he had not ordered. There were eighteen sets in the lot, and it may be assumed that they will not go begging. At times, there is a countermand, and goods ordered for special reasons are not delivered. Not infrequently, this gives buyers an opportunity to get hold of desirable goods. Orders for import for next spring should be placed now in as large a volume as possible, because, with the decreased production across the water, it will be necessary to place orders early to insure obtaining anything.

Domestic potters still continue to receive plenty of orders. Their production has decreased since the first of July very materially. Up to that time, they were getting about eighty per cent of capacity, but, with the numerous drafts of the army, it is now stated that they are getting only sixty-six per cent. Moreover, if the new age limits—eighteen to forty-five—tentatively fixed by the War Board, are adopted, the drafts on the potteries will be greater than at any time heretofore. This, with the immense quantities of ware the Government is taking—both of hotel china and semi-porcelain—will leave a very small proportion for the mercantile world. One good feature, however, is shown in the attitude of the men. They are beginning to realize that the Government needs their services in the factory as well as in the army, and, accordingly, they are speeding up in the most gratifying manner.

The glass industry is in rather a mixed state. During the hot weather, production always falls off, and this year is no exception. Added to this is the long-drawn controversy between the workers and the manufacturers at Atlantic City, which has resulted in tremendous advances in wages in all classes of glass workers. And so the manufacturers are contending that the cost of raw materials, with the already high prices paid for labor, has made the cost of manufacturing glass so high that, even at the prices they are getting, they are no better off than they were at the time when low prices prevailed—before the war. Orders to the manufacturers have fallen off considerably, except for a few specific items. This is not an unmixed evil, as it will enable the manufacturers to catch up on many delayed orders, and, if the men go back to work with renewed vigor, as the potters have, there is a chance that the dealers will be more promptly supplied than they have been in many months.

Retail trade in and around New York shows no

sign of animation, nor are the dealers expecting much at the present—at least, not until after Labor Day. Country trade continues to be as good as ever, but the seaside resorts are suffering. Boardwalk merchants have depended largely on excursion trade, and, as the Government has prohibited excursions this year, the sales at the seaside are quite meagre.

Hotel men all over the country are suffering from lack of ware. Even in the best hotels in New York City, chipped and cracked ware is plainly in evidence, and is causing much complaint among the guests. It is apparently useless to inform these visitors that the potteries, both here and abroad, are unable to supply the needs of the Bonifaces. Manufacturers of hotel ware can see a big business for months to come, even if the war should stop to-day, and the American manufacturer, having secured a strong foothold and a commanding position in the production of this class of ware, is not likely to relinquish it. Publications devoted to other industries, like the dry goods, boot and shoe, and kindred occupations, are very optimistic in their outlook upon approaching fall trade. If there rosy prognostications are true, the crockery men are destined to enjoy more and bigger business than they have ever experienced in the past—and their problem, therefore, will be reduced solely to one of getting supplies.

East Liverpool and Vicinity

General ware potteries of the United States are operating on only a two-thirds basis. The trade is one in which American labor is employed almost exclusively, and no small number of the employees are now in the national forces at home and abroad. The recent increase in wages is reflected in the new selling lists which have been announced. Increased freight rates on incoming materials and advances in the costs of materials which have hitherto remained stationary, and other causes for advanced prices. Orders continue active. Government requirements will no doubt from now on be heavier than heretofore. Orders for January and February shipping are being placed. Large department stores and jobbers have their fall and winter business on file with the manufacturers.

Pittsburgh and Vicinity

General business with glass factories is more or less spotty. It is well known that factories could stand more orders, and that reasonably prompt shipments could be made. Light cut glassware is in very slow demand. Staples are in fair request, while orders for tumblers continue as active as ever. Government requirements are still engaging the time of some glass plants. The call for lighting glassware is not quite up to the average. Blanks for cutting are also going slowly. It is possible that advances granted in the wages of glassworkers will be reflected in revised selling lists ere long. A fair export business is being done by a number of factories, but very little stock is crossing the Atlantic.

OBITUARY.

AT his home in West Roxbury, Mass., last Wednesday, Jason S. Bailey, proprietor of Bailey's Department Stores in Brooklyn and other cities, died from heart disease. He was seventy-six years old. Mr. Bailey was born near Burlington, Vt., and is said to have been the originator of the five and ten cent stores, opening his first store in Brooklyn more than thirty years ago. Later he opened similar stores in Boston, Worcester, and Springfield, Mass. He returned to Brooklyn three years ago and opened the large department store on the site of the old Brooklyn Central Y. M. C. A. building at 502 Fulton street. This store was originally conducted as a Five to Fifty-Cent Store but the war changed conditions to such an extent, that for the past two years it has been handling merchandise at all prices.

Charles J. Bockius died at Orlando, Fla., on June 25, aged eighty-three. Mr. Bockius at one time was a prominent glass manufacturer. He built the Canton glass factory, at Marion, Ind., and operated it until he sold out to the late National Glass Co. He was a genial good fellow, with a fine sense of humor, and was a first class business man. He made friends everywhere. He retired from business at the time the National Glass Co. ceased to exist.

Clarence Brown, president of the Owens Bottle Machine Co., died suddenly of heart disease, at his home in Toledo, O., July 30. Deceased has been identified with the Owens company ever since its formation, first as solicitor, then as vice-president, and latterly as president.

Mrs. Elizabeth H. McNicol, age fifty-eight, widow of the late Hugh A. McNicol, and president of the Potter's Co-operative Co., at East Liverpool, died August 8, after ten months illness from a complication of ailments. She was born in East Boston, Mass. Her mother and one son, Harry, survive her. Funeral services will be held in the Episcopal Church, that city, Saturday afternoon. Internment being in Riverview Cemetery. She was the only woman at the head of a pottery company in the West.

HAVE you noticed how wonderfully courteous railroad employes are under government ownership? You have not.

PLAN TO CURB DISHONEST DEBTORS.

THE resolution proposed at the recent meeting of the Wholesale Men's Furnishing Association by Willard B. Stevens, its secretary, that wholesalers agree not to sell retail merchants who have been guilty of fraudulent failures is looked upon by the trade generally as one of the most far-reaching suggestions ever put forth as a means of curbing this evil. The restraining, if not the total elimination, of crooked failures is looked upon as of the greatest importance to the country's system of credits.

"Fear of prosecution for issuing a false financial statement," said Mr. Stevens to a Times reporter, "is no deterrent to a dishonest merchant who contemplates crooked work of this sort. During she past winter we have had four failures here in New York City which I am certain were deliberately planned and carried through according to schedule, except that through the work of this association in protecting its members the debtors had to settle on a higher percentage basis than they had hoped to. At a meeting of the creditors of two of these I openly accused them and their attorneys of being crooks, and was threatened with arrest and prosecution for defamation of character; but it is significant that I am still at large.

"The proposal which I have made, that wholesalers agree not to deal even for cash with merchants who failed unless they can show a clean bill of health from this association, would make it practically impossible for a man to resume business after putting through a dishonest failure. The adoption of such a resolution would not only protect the wholesaler from serious and unwarranted losses, but would also protect the honest retailer, on whose success wholesalers must depend for business, from the unfair competition of these crooks. Then, too, a merchant who will resort to false representation to obtain merchandise will resort to false representation to sell it. He is, therefore, not only a menace to the trade. but to the public also; and should be supressed for its protection no less than for the welfare of the trade as a whole.

"I have sounded out a great many wholesalers and retailers on the resolution I have proposed as a means of curbing such failures, and in every case the response has been one of enthusiastic approval. A member of our association, and one of the largest manufacturers in the country, whose credit manager is a delegate to the Credit Men's Convention, not only expressed his approval of the plan as proposed, but suggested that a similar resolution be introduced at the convention of the National Credit Men's Association. He feels, as I do, that action of this sort should be taken by every industry in the country; and that all fraudulent failures in whatever business should be effectually squelched. 'They are the lepers of industry,' said this gentleman, 'and the quicker we are rid of them the better.'

"Honest retailers everywhere are no less interested in being rid of such competition. A prominent retailer in New England wrote me that during the past winter he was very nearly forced to the wall by having to meet the cut-price sales of a nearby merchant of this type in order to move his stock. 'It is too easy,' he said, 'for these fellows, when things are not going quite right, to stage a crooked failure, clean up a nice little pile, and then start all over again with no debts. They know they can start over again, because they know they can get merchandise and get it on credit practically as they could before. If, on the other hand, after pulling off a trick of this sort it were impossible for these fellows to get, even for cash in advance, the standard articles which they have got to have they would think twice before scuttling their own ships.' "

MUTUAL CHINA CO. BURNED OUT.

FIRE of unknown origin broke out in the basement of the Mutual China Co., Indianapolis, Ind., at 1 p.m. on August 3, completely destroying the four-story structure and its contents of china, glass and house-furnishings. The blaze was at first attributed to imperfect wiring, but it was subsequently shown that there were no wires running to the point where the fire started. Later, it was suspected that spontaneous combustion in hay stored in the basement was the cause. The loss is put at $200,000 of stock and $60,000 on the building. The building is the personal property of Louis Hollweg.

BUSINESS BRIEFS.

The Steuben Glass Works, of Corning, N. Y., has been consolidated with the Corning Glass Works of the same town.

* *

The William P. Gary Mfg. Co., of Totowa, N. J., has been incorporated with a capital of $100,000, to manufacture toys, novelties, etc.

* *

On July 29, the pottery plant of the Gladding McBean Co., at Lincoln, Cal., was entirely destroyed by fire, probably cause by an electric power wire. The loss is about $50,000.

* *

The Grace China Co., of Wilmington, Del., was recently incorporated, with a capital of $500,000. The business of the firm is that of commission merchants, shipping agents, etc.

* *

Fire broke out sn August 2 in the wareroom and packing house of the Ironsides Pottery, at Fields-

borough, N. Y. The flames were quickly checked, however, and the damage was not considerable.

* *

Two buildings of Humphrey's glass factory, Moncton, N. B., were totally destroyed by fire on July 26. The damage is estimated at $14,000 of which $9,500 is covered by insurance. The plant was of very recent construction.

TAJIMI CO.'S REMOVAL SALE.

IN connection with the Tajimi Co.'s anticipated removal to the uptown district this fall, the concern, as announced in their advertisement on page five of this issue, will, beginning on August 10, and continuing until further notice, offer the trade an almost unequalled opportunity to secure merchandise at sweeping reductions on nearly all their lines of Japanese goods. It is decidedly the most unusual opportunity conceivable, coming as it does when conditions make it difficult to get goods at regular prices; but when they are to be had at a substantial saving, it is indeed an event more than worth while, and one that every buyer should take immediate advantage of to cover his needs for the fall. Those familiar with the attractive exhibit of china, pottery, lamps, bronzes, art lines, etc., maintained by the concern at their showroom, 597 Broadway, can fully appreciate the importance of this announcement.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	16	315	$146.23
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	35	353	234.30
Edward Boote	246	1219	1,331 04
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239.50
Strobel & Wilken Co			7,345.75
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188.00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	138	296	348.86
U. S. Glass Co.	81	1135	611.36
C. Dorflinger & Sons	18	148	$ 111.76
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	76	188.93
Ko Kozai		58	14.50
Theo. Haviland	55	175	172.69
L. Straus & Sons	870	1859	4,087.10
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	298	577	1,634.25
B. Illfelder & Co.	1	37	13.40
Empire China Works.	71	851	508.11
B. Strasburger	72	667	466.46
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	113	1422	825 61
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	52	378	312.25
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	220	6520	2,545.65
Geo. Borgfeldt & Co.	1495	2354	6,838.05
Wm. H. Plummer & Co.	8	114	61.86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	65	180	316.70
Vogt & Dose	14	312	136.36
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165.50
Bryce Bros	70	275	418.75
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	95	250	458.70
Rich & Fisher		179	44.75
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	15	100	87.55
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co.	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	26	653	271.92
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16.00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

Total sales to August 3, $345,299.61.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The joint wage conference between glass manufacturers and committees representing the workers proved to be one of the longest in the history of the trade. The workers in the lime glass tubing departments have been substantially raised. The gaffer has received an increase of ten per cent; the marverlor, fifteen per cent; the ball maker, twenty per cent; and the gatherer, thirty per cent. In the mold-making department, the manufacturers raised the minimum wage from $18 to $20 per week, although the wages in this branch of the trade had been advanced $3 last October. The mold-makers asked for an increase of thirty per cent, but finally agreed to a compromise. The workers have also secured recognition for apprentices. The question of hours of work for apprentices was the cause of a lengthy discussion. Over a day was required in obtaining an adjustment of the forty per cent increase for workers in the chimney departments, These and other advances granted are larger than any agreed to by the manufacturers at any previous conference.

That mold-makers are no longer wanted in large numbers by glass manufacturers is shown by the fact that one company has closed down entirely one of its largest mold shops. These workers were told that inasmuch as they were skilled machinists, they could obtain good positions in plants working on Government orders, or in the shipyards.

Closing of mold shops and reducing forces in other indicate that the manufacturers are giving little if any thought to the creation or development of new items. Replacing of old molds seems to be the principal work in the mold shops to-day. The Government has advised that "new styles," etc., be eliminated for the duration of the war, and the manufacturers are willingly acceding to this suggestion. This action—or want of action—foretells that exceedingly few new items will be presented to the trade for the 1919 season.

On account of the necessity of paying freight bills within forty-eight hours, glass manufacturers are signing blank checks, to be completed by the proper officials when such bills are presented. At times, those in authority to sign checks are absent from their desks when freight bills come up for payment, and, in order to comply with the Government requirements, every effort is being made to eliminate needless delay.

When an ordinance which granted the Wheeling Pulverizing Co. the right to cross a street with a railroad siding, came up for passage at Wheeling, W. Va., inquiry was made by the Councilmen as to the status and objects of the concern. The company was formed only six weeks ago, its object, stated at the time, being to grind spar for glass manufacturing purpose. This company was promoted by B. F. Drakenfeld & Co., New York, and will be opreated only for their account.

A. B. Paxton, of the Hazell-Atlas Glass Co., has returned to Wheeling after attending a meeting here with the Regional Division War Industries Board. Full lists of Government requirements are now being prepared by that Board.

Very marked has been the falling off in the demand for cut glass. Orders are few, and those being received are for small quantities. The sales of the finer grades have experienced an unprecedented drop. Even certain lines of light cut ware are not selling as one would expect at this season of the year.

In the Stanton Heights Golf Tournment, being played here for the benefit of the Red Cross, D. Harry Cushwa, manager of the Glassport factory of the United States Glass Co., is taking an active and prominent part. He has already won several matches.

Demand for glass for export continues to be rather active, but to only a few countries. Canada has been a good customer, and Cuba, Mexico, and some South American countries have likewise been buying more American glassware than formerly. Australia and

Brazil have been running almost an even race in the valuation of their purchases. Nearly $50,000 worth of American glassware has been exported to Japan so far this year.

An order for glassware for premium purposes is considered a curiosity in some plants these days. Certain newspapers which bought thousands of water sets have eleminated premiums altogether. Moreover, quite a few large tea and coffee houses have either quit buying or are just ordering small lots for immediate requirements. The falling off of the premium business has been felt by glass manufacturers and by some of the decorated shops.

Glass tobacco jars are in good demand just now. Last week some very liberal orders were received for several designs of these containers.

While the demand for food containers continues active in some lines, there is not the loud call for display jars noted in the past. The confectionery trade has been a slow buyer this season; as have also the druggists.

Cut glass of the higher grades continues to be inactive. There is a steady call for the popular-priced lines, however.

Even at the new price of packages the manufacturers are only "breaking even." With barrels costing around 90c f.o.b. factory, and the cost of packing materials and nails advancing, it is practically a matter of trading dollars.

INSURANCE WITHOUT PREMIUMS.

THE Dohrmann Commercial Co., of San Francisco, have sent us a booklet explaining their life insurance plan. It is the most liberal contribution to the welfare of employees that has ever come to our notice. Briefly, the plan is this: With the exception of three classes—who are otherwise provided for—all those whose services are rendered directly to the company become automatically insured one year after entering the employ of the company. The amount of the insurance is twelve times the monthly salary at time of death, provided that that salary is not less than three hundred dollars, and not more than three thousand dollars a year. There are three exceptions to be noted—those receiving pensions from the house at time of death, get an amount equal to twelve monthly payments on pension account; those salesmen whose compensation is based on gross sales are insured to the amount of their yearly drawing account; and those who are paid in part time—by hour, day, or week—are paid an amount equal to their earnings during the preceding twelve months. Funds for insurance are provided entirely by the company. The insured has not one cent to pay in premiums or in any other manner, and has no proprietary or pecuniary interest in the insurance to be paid or in its source.

The company does not carry this insurance with any regular insurance company and does not by this plan constitute itself an insurance company. The payments will be made as required from the "Welfare Fund," and supplemented when necessary by the B. Nathan and F. W. Dohrmann Relief and Pension Fund, and the Blanca W. Paulsen Relief and Pension Fund. The plan is well worked out and is certainly very liberal.

AT CHICAGO.

THE condition of the crockery and glass trade of the city has been good during the past week, and the factories are taking care of orders a little better, although many of them are still far behind on the schedules. Not the usual number of members of the trade are taking their vacations this year, owing to the unusual business conditions. Buyers are placing their orders early, anticipating holiday needs in so far as this is possible on the open price basis, but feel that they are gambling with their firm's money and their own reputation buying in this way. Buyers in the department stores declare that the sale of dinnerware of domestic manufacture will be seriously injured if prices are advanced much more, and say that people are using their old cracked dishes, rather than buy new ones at present prices.

* *

The Blackstone Hotel, which is the "swellest" hostelry in Chicago, uses $50,000 worth of dinnerware and $20,000 worth of glassware every year, says manager Tracy C. Drake. He made the statement in answer to charges that hotel keepers are profiteering, and blames the charges on men who expect as much for their money as formerly. Mr. Drake mentioned the replacement of ware to show the total of items which are not food, but which must be figured in the expenses.

* *

James Kishler, of the Corona Cut Glass Co., Tiffin, O., paid a visit to the city during the week.

* *

B. F. Koch, of the Alliance Vitreous China Co., Alliance, O., was in the city during the week.

* *

Henry Viemann, assistant china buyer for Carson, Pirie, Scott & Co., has left on his vacation.

* *

Ed. Downey, of the Brush-McCoy Pottery Co., is expected in the city some time this week.

* *

Henry Berliner, buyer for the Boston Store, Mil-

waukee, was in the city during the week after finishing an eastern trip.

* *

Otto Heinz, of the Cut Glass Specialty Co., St. Charles, Ill., was in the city on business during the week.

* *

C. E. R. Roeh'ing, of Pitkin & Brooks, has returned from a short business trip.

* *

W. T. Darden, of W. T. Darden & Co., is on his vacation. Later he will make a trip through the factory disirict.

* *

Department stores are losing many men under the work or fight order. The draft boards are calling their employment in the stores essential or non-essential, according to its nature. In some instances efforts to have girls take the place of men has not been a success; in other instances good results have been attained.

* *

The transportation of china and glassware will be much affected as a result of proposed changes in classification, under the new consolidation of freight rates in official, western and southern classification territory. The hearing is to be held in Chicago August 12th. Rates are increased on less than carload shipments. The government wishes to encourage shipment in carloads, as that is the most economical means of handling freight.

* *

The department stores, under the new lightless night order, must refrain from lighting their windows two nights out of the week. The general opinion in respect to the new order is that if it will help conserve coal a great benefit will have been done for business.

* *

The salesmen of the city are now paying attention to the china and glass demands of the amusement parks. The weather for the past couple of weeks has been very favorable for the park people, and the demands for goods have been strong.

* *

Tom Butcher, representing the Central Glass Co., of Wheeling, W. Va., was in the city with samples last week.

* *

Further improvements have been made in the housefurnishings department at Hillman's store, which is now managed by Phil Cohen. The space has been enlarged, and the additional room will be given to glassware, it is believed.

* *

As a result of a notification received by the department stores from the War Industries Board at Washington, return goods have been limited to three days' possession by the customer. Also, only one delivery a day is to be made over the same route. The stores are asking the co-operation of the public in the carrying out of the order. Among other things, the public is asked to do its shopping in the morning hours.

* *

The small cut glass and china shop of A. E. Halgren, 5124 W. Chicago avenue, was raided by burglars during the week. About $1,6000 worth of merchandise was taken.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

A G Wilson, s, Barnard Hirsch Co, San Francisco. 33 Union sq.

C W Butler, t, H C Capwell Co, Oakland, Cal. 116 West 32d.

H C McKeon, hf, Boston Rackett Store, Philadelphia. Flanders.

Mr Pollack, g, Pollack Bros., Montreal. Broadway Central.

H C Taft, c, Taft & Pennoyer, Oakland, Cal. Waldorf.

C R Hoffman, c, Pettis D G Co, Indianapolis. 230 Fifth avenue.

W D Shapiro, c, Shapiro Bros, Boston. Longacre.

C C Scott, s, Geo B Peck D G Co, Kansas City, Mo. 230 Fifth ave.

Miss M Lensenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.

H Greve, hf, t, The Fair, Chicago. 225 Fourth ave.

W J August, t, Niagara D G Co, Niagara Falls, N Y. 432 Fourth ave.

W J Huber, t, F & R Lazarus Co, Columbus, O. Collingwood.

C J Wiechel, hf, t, and M G Dowling, s, E Wren Co, Springfield, O. 353 Fourth ave.

P Zimmerman, c, s, Rankin & Zimmerman, Piqua, O. Park ave.

G O'Hara, c, g, hf, Trask, Prescott & Richardson, Erie, Pa. 1239 Broadway.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

E G Newman, hf, Newman D G Co, Arkansas City, Ark. 44 East 23d.

F J Smith, s, Gilchrist Co, Boston. 200 Fifth ave.

C C Smith, c, g, hf, T Smith Co, Boston. 200 Fifth ave.

R E Moody, hf, Otis, Heddon Co, Louisville, Ky. Breslin.

L Mendel, t, Mendel's, Braddock, Pa. Martinique.

W Heath, c, hf, Miss K A Deady, c, hf, P Dunn, c, hf, Miss Fray, c, hf, H L Broughton Store, Catskill, N Y. Continental.

I Rothstein, t, hf, Weisberger Co, Richmond, Va. 37 West 26th.

H G Duis, t, Martin Bros & Co, Portsmouth, Va. 353 Fourth ave.

J W Thorps, s, Minneapolis D G Co, Minneapolis. 432 Fourth ave.

E T Burch, hf, Hopkins Furniture Co, Richmond, Va. Imperial.

F E Fleischman, hf, t, I Freimuth, Duluth, Minn. 1170 Broadway.

W Innes, c, g, hf, Hoserman, Innes & Co, Wichita, Kan. Great Northern.

A D Wilhelm, c, g, hf, W Taylor, Son & Co, Cleveland. 470 Fourth ave.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUGUST 8, 1918.

SOME time ago, in writing about cancellations of German goods—necessitated by the anticipated difficulty in marketing them here—it was suggested in this column that a way out of the difficulty could be found by selling the goods abroad. A cable from The Hague, dated August 5, announces that American-owned German merchandise is to be sold in Holland by permission of the War Trade Board through the Netherlands Overseas Trust.

WHY SOME MEN FAIL.

THE lack of team work—the co-operation so necessary to success in any establishment where numbers are employed—is painfully apparent in some of the trade warerooms. Petty jealousies are rife among the salesmen, and they consequently work to advance their own interests—the welfare of the house becoming a secondary consideration. If they can do anything which they imagine will raise them in the estimation of their employer they will adopt that course regardless of the fact that it may be detrimental to the interest of the firm. In some cases they go so far as to show scant courtesy to a visitor who asks for another salesman, often saying that he is somewhere about and leaving the buyer to wander around seeking him, instead of themselves going to find the desired person. Perhaps the man sought is not available for the moment. Instead of explaining, the salesman says merely that he is not in, and tries to make the sale himself, ignoring the fact that the other can take the buyer in hand much more satisfactorily.

Any man who imagines that the head of a house is not alive to the faults of those under him is woefully deficient in perspicuity. The employer usually sees and knows a lot more about the salesmen than they dream of, for he has many sources of information. And he is no less quick to observe the traits that make for faithful service. He knows when a salesman has sacrificed his own personal interest for the sake of the general good, and appreciates the fact at its proper value. When the time comes for making changes, some men wonder why they are discharged and others are retained. The employer knows.

The success of the concern usually means the success of the individual, and the surest way to achieve it is by co-operation.

PERSONAL.

FOR many years, Henry Seedorf, familiarly and affectionately known as "the Judge," was the representative of M Redon, the French china manufacturer, "The Judge" has always been reckoned as one of the most successful salesmen in the trade, and certainly one of the most popular. He has a keen sense of humor, which, perhaps, aided him as a salesman. On Friday last, he dropped into this office, locking the same old "Judge." He has not changed a bit in the eight years that he has lived a retired and contentented life, despite the fact, that, two years ago, he had a severe attack of grip, which developed into rheumatic fever, confining him to his room for nearly six months. He is living with his married daughter on the upper Westside of this city.

Leonard Stock, the versatile salesman at Herman C. Kupper's, came back to his desk on Monday, after a month's vacation. He spent most of his holiday in his garden. One of his means of occupation was taming a wild duck. He says he is accustomed to having mosquitoes light in his back yard, but never before did he have a mallard duck visit him. He kept it a little, while and, for fear of the law, let it go.

Earl W. Munro, buyer for the Lion Dry Goods Store, Toledo, O., arrived in town Monday and registered at the Biltmore. He will be here until the middle of next week.

F. L. Morecroft, representing the Ideal Cut Glass Co., arrived in New York on Tuesday, and is showing his line of cut glass samples at the McAlpin.

Albert Binswanger, buyer of china and housefurnishings for Joseph Horne, Pittsburgh, was in town the first part of the week. He says that business is better

than it was last year, and he had no fault to find with the returns of a year ago. The toy buyer, George Holliday, came over on the same train with Mr. Binswanger, but neither knew that the other was com- to New York.

Miss Mary Norvick, of H. Norvick, Waco, Tex., is in the city, buying. Miss Mary, as she is affectionately called, is a great factor in the social life of the soldiers, in the cantonments near Waco. She and her mother live on a big farm near the camps, and the house is open to the soldiers at all times. The result is that, when she goes to camp, she about owns the whole thing.

Miss Lulu Tagg, who looks af the office details for the E. W. Hammond Co., will forget her troubles for the next two weeks at East Moriches, L. I.

Abraham Berman, another employee of L. Straus & Sons, has been called to the colors and left on Wednesday night for Pelham Bay Park, where he enters as a second Class Seaman. He is the sixth man who has left the Straus establishment to join the National forces.

E. F. Anderson, of George F. Bassett & Co., returned on Tuesday from his vacation, spent at Cape Cod. He was eight miles from the scene of the submarine attack and didn't see any of the action, but he did bring home some souvenirs which he obtained later from the wreck. Among other things, he has a piece of rope from the sunken barge, which he will cut up and distribute among his friends. Mr. Anderson's vacation has done him good, for he appears to be in fine fettle.

Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., is expected in New York from Atlantic City on Monday, for a week's stay. He will divide his time between consulting with Cox & Lafferty, the concern's representatives here, and visiting his brother, Bernhard, who is connected with the New York office.

D. Schwarz, of the Boston Store, Carbondale, Pa., arrived in town on Monday for a couple of day's stay, to be spent in placing orders for lamps, etc. He was anxious to get home as soon as possible, as he expects to leave for Lake George next week, where he will spend his vacation.

After spending the week-end in New York, replenishing his sample line, H. J. Smith, Cox & Lafferty's New England reprsentative, left for his fall trip on Tuesday, with Boston as his first stopping point.

Harry Hunt, of the Hunt Cut Glass Co., opened a line of samples at the Hotel McAlpin, on Tuesday of this week.

Sergeant D. King Irwin is spending his vacation in improving his knowledge of Military tactics, being encamped this week with the Milburn (N. J.) Militia Reserves at Camp Edge, Sea Girt, N. J., for training of non-commissioned officers.

E. B. Stone, secretary and treasurer of the Athens Glass Co., Athens, Ga., embraced the opportunity, while in Atlantic City, to run over to New York last Thursday to confer with Frederick Skelton, the factory's New York representative.

Bert Lazure, superintendent of the United States Glass Co.'s factory U, Gas City, Ind., was a visitor at the concern's New York office last week.

Thamas M. Gill, buyer for Emery, Bird & Thayer, Kansas City, Mo., arrived in town last Friday, and will remain all this week, on a buying trip. He makes his headquarters at the firm's New York offioe, 25 Madison avenue.

Stanley P. Gray, buyer for Block & Kuhl, Peoria, Ill., who had been in town for two weeks placing orders for the concern, left for home on Tuesday night.

George R. Nixon, salesman for the E. W. Hammond Co., returned on Monday feeling as fine as a fiddle, after enjoying a two weeks' rest among the hills of New Jersey.

J. Meredith Miller, of Maddock & Miller, is carrying his head three inches higher than usual, as he is the proud processor of a boy, who came to town Saturday morning last. And, by the way, his father, John J. Miller, although this is the second time he is a grandfather, has also commenced carrying his head a little higher.

John J. Farbridge, head bookeeper for Geo. F. Bassett & Co., came back to his desk Monday after a fortnight spent at Central Valley, Orange County, N. Y. When asked how he passed time there, he said that he roamed round in an automobile and took life easy generally.

H. G. Ball, was in the city this week, making his first trip since he went with Dulin & Martin, Washington D. C.

James P. Gordon, representing Jones, McDuffee & Stratton Co., Boston, will open a line of samples at the

McAlpin on August 19, and will remain there for ten days. He will show a great variety of open stock dinnerware patterns from England, France, and Japan, and also fancy china in assorted packages.

Harry P. Muirheid, the old-time crockery salesman, is now developing as a specialist. His inkless fountain pen is bringing him plenty of business, and he is at present exploiting a new item, the "Humanity Flag." Taking the American flag as a basis, the field is made of the longitudinal blue, white, and red stripes of the French flag, studded with our stars. The red and white stripes have small English flags superimposed. It is a most striking banner, and everybody who has seen it has gone wild over it. He has two more startlers to spring upon the world in a short time.

R. W. Corey will be at the Hotel McAlpin from Aug. 12th to Aug. 25th with lines from Mitchell, Woodbury Co. One feature of the goods he will display is that there is stock in Boston behind the samples.

A. J. Schinagl, china buyer for the Siegel-Cooper Co., before it went out of business, has gone to San Luis Obispo, Cal., for a time. He will be open for an engagement in the autumn.

Joseph Hurd, vice-president of the W. S. Pitcairn Corporation, went on his vacation last Saturday. He left no address, as he wants to be free from the cares of business for at least two weeks. C. H. Hennings left at the same time and is at Windom, Green County, N. Y.

Edward Butler, with H. A. Fondeville & Co., is at Albany visiting his brother. He may be away from business for two or three weeks.

S. C. Anderson, who left Koscherak Bros., to take a position at Gimbel's, didn't find the retail trade to his liking, and is back at his old position with the Koscheraks.

Peter Rinkin, buyer for The Fair, Chicago, arrived in New York on Monday, and is expecting to go back Saturday night. He says he has no reason to complain of the condition of business in Chicago.

Harry L. Chase, of Cedar Falls, Ia., registered at the Belmont on Saturday, buying lamps. This is his twenty-sixth annual visit, and he always arrives the first week of August.

COMMODITIES FOR EXPORT.

THE list of commodities which will be considered for exportation to European Holland and Denmark proper has been decided upon by the War Trade Board. Applications for licenses to export these will now be considered. All previous announcements with respect to such commodities are withdrawn. The list includes —china, china clay, earthenware, electro-plated goods, silverware (not containing more than five per cent of nickel or copper), glassware and sanitary ware.

MOTOR EXPRESSES.

THE congestion last winter on the railroads was the cause of the formation of a motor express between New York and Philadelphia. The possibilities of what could be done in that direction was quickly seen and new routes were immediately established between New York and many other points. Now there are regularly established express services as far West as Buffalo, East to Boston, and North to Rutland, Vt., with stations at intermediate points. These new express companies all seem to be doing a good business, and are certainly accommodating the public by quick and efficient delivery.

EX-SENATOR SCOTT GASSED.

FORMER United States Senator Nathan B. Scott, ex-president of the Central Glass Works, his wife, and Mrs. George W. Strowbridge, a sister-in-law, had a narrow escape from death last Saturday when a gas bomb exploded prematurely during the progress of army experiments at Camp Leach on American University grounds and the vapors, blown by a strong wind, enveloped the Scott summer home, which is situated about 300 yards south of the field.

The family was sitting on the porch. Their first warning was a faint odor that caused intense pain to their eyes.

Half-blinded, they were able to discern a dense cloud of greenish gas slowly making its way across a ravine in the rear of the house. The windows to the dining room were closed, and the family took refuge there, but not before all three had been made ill. Senator Scott was able to summon assistance from Camp Leach by telephone. Physicians applied first aid with cloth respirators soaked in chloroform and ammonia.

After several hours Senator Scott was able to be moved to the city, where he was treated by his private physician. Mrs. Scott and her sister were obliged to remain under the care of a physician.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The general increase in wages recently granted pottery workers, and which became operative in some plants on August 2, amounts to from ten to twenty-five per cent over that paid workers in July. The present rate of wages is the highest ever paid. That contentment prevails among the workers is evidenced by their changed attitude, and, in numerous instances, the employers have been informed that no efforts will be spared to speed up production. Conditions are quite the reverse of what they were a year ago—so far as the feeling of the workers is concerned. Although working forces are smaller to-day than they were this time last year, the manufacturers believe that, with existing forces putting their shoulders to the wheel, a decided increase in production will ultimately result.

* *

At the annual meeting of the Colonial Pottery Co., held here a few days ago, the shares held up to that time by the Chetwynd Estate were purchased by Thomas Robinson, William Robinson, and Chris. Horton. The corporation is a close one, the control resting with these interests. In addition to the above-named men, the Board of Directors includes: Thomas Robinson, Jr., and Charles M. Horton. The officers are: Thomas Robinson, president; William, secretary and salesmanager, and Chris. Horton, treasurer.

* *

Buyers visiting the city recently were John Molenpaugh, Newark, O.; Max Crueson, with the Cohn-Hinkel Dry Goods Co., Wichita, Kan.; J. B. Goldsmith, Mt. Pleasant, Va., and George F. Hankins, Lexington, N. C.

* *

The trade in general has been informed through direct correspondence that selling lists have been advanced, due to the granting of increased wages, and advances in other costs. Many large buyers discounted this action. Although all orders have been taken subject to price prevailing at the time of shipment, the advances will affect these also, for all orders will be embraced, irrespective of time of shipment. Acceptance of new business will continue on a basis of prices prevailing at time of shipment.

* *

Without apparent cause, there was a noticeable gas shortage in local potteries on Wednesday of last week. One plant was compelled to suspend operations, not having sufficient to operate boilers. A gas shortage in July has never before been experienced in the trade here.

* *

Manufacturing potters are anticipating an advance in cooperage stock. It is generally known that makers of the latter are being forced to pay record prices for staves and headings, so that any new list the coopers announce will occasion no surprise.

* *

There is a rapidly growing tendency to reduce the the number of items in pottery lists. One factory has cut down its line, until it manufactures only fourteen items—all essential. In another plant, it is said that about twenty-five items have been removed from the list. The yellow ware line has also been subjected to radical "trimmings."

* *

William C. Lynch is making a brief southern trip in the interest of the Taylor, Smith & Taylor Co., and, upon his return here a week hence, will leave for New York. W. G. Jackson, western representative for this concern, is at the home office.

* *

Orders for January and February shipping continue to pile up in the different offices. Buyers are now keen to anticipate their wants at least six months ahead. Large amounts for fall and holiday orders were placed with local potteries as early as February and March last—as was revealed here this week.

* *

When the manufacturing potters appeared before representatives of the War Board at Washington last week, "cards were laid on the table, face up," the potters made the statement that every piece of ware made

by a member of the United States Potters' Association was sold within the borders of the United States. No secret is made of the fact that, if manufacturers were so inclined, a heavy export trade could be taken—and at prices far in advance of prevailing lists. Government officials were also apprised that every requirement of the Government would, in any case, receive first consideration. Governmental specifications will continue to take precedence over all other orders, as they have done in the past.

* *

Orders being received for the Government's needs show that no general move has been made up to this time to standardize the different items required for the various branches of the service. This is particularly noticeable in the matter of ship requirements. No ware for Government purposes is carried in stock. Should the standardization of all items be finally affected, the pottery manufacturers could proceed accordingly and work such ware through the different departments, with a view towards having stock on hand when specifications and shipping instructions arrive.

* *

It will never be possible for the present kiln capacity of American potteries to produce annually enough teas for domestic consumption. Records show that the present output is below 100,000,000—or, in other words, insufficient to supply the entire population of the United States with one cup and saucer per individual.

* *

All buyers visiting the district want large quantities of plates and teas. The demand for these items is greater than the production, and will likely continue to be.

* *

The American Association of China Decorators, with headquarters here, have petitioned the manufacturing potters for an increase in wages, through the United States Potter's Association. It is intimated by some members of the association that the offer of increases of from fifteen to twenty per cent over the previous scale for gilders and lines has been tenatively rejected. Increases of from thirty to thirty-two per cent for decal girls and gold stampers are still under advisement.

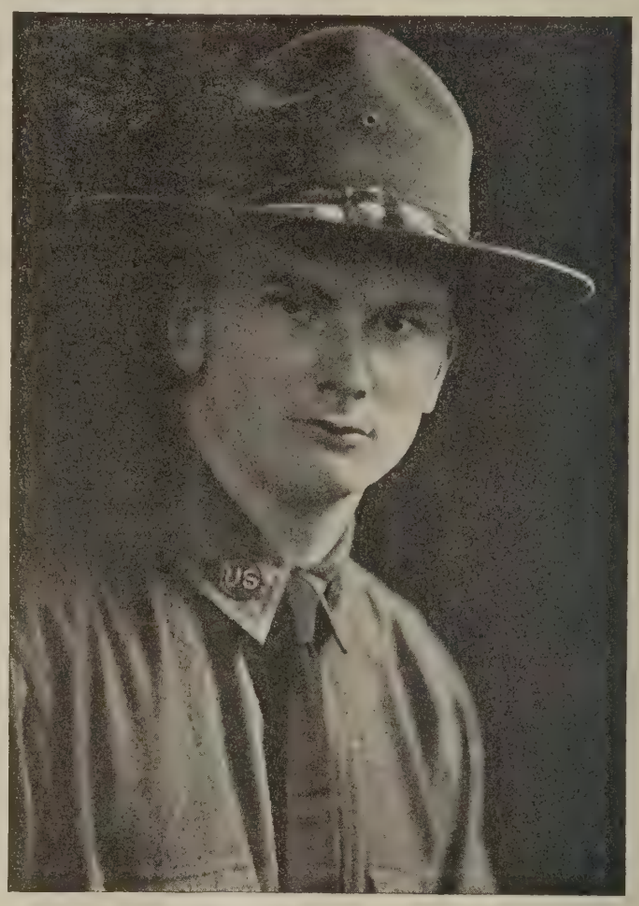
AUGUST GOLF TOURNAMENT.

THE Forest Hill Field Club, Soho, N. J., will be the scene of the August Tournament of the Pottery, Glass and Brass Golf Association, on Thursday the fifteenth. Joseph F. O'Gorman will be the host, and it is requested that all those contemplating being present notify him at 126 Fifth avenue. Trains direct to club house leave Jersey City, Greenwood Lake Division of the Erie R. R., as follows:

9:00 a.m. due at Soho 9:24.
11.30 a.m. " " " 11:45.
2:00 p.m. " " " 2.24.

ARMY LIFE IN ITALY.

PRESIDENT MARION G. BRYCE, of the United States Glass Co., is in receipt of the first letter from his son, Private James Bryce, Section 532, U. S. Army Ambulance Service, American Expeditionary Forces with the Italian Army, since he arrived there. Private Bryce, with about sixty other Pittsburgh young men, received their early training at Allentown, Pa., and are together in Italy. Young Bryce was one of the factory superintendents of the United States Glass



PRIVATE JAMES BRYCE.

Co., and is well known among the trade. His letter, which was written under date of June 30, is enclosed with a copy of a letter his command received from an Italian mother, which shows the feeling in Italy toward the American troops.

The letter follows:

SUNDAY, June 30, 1918.

Dear Father: This includes uncles, aunts, Frances, sisters, brothers and the et cetera of those I ought to write to. To begin with I am on a wall overlooking the Mediterranean, in camp and writing amid phonographs, ball players and groups of conversationlists. I wish I were a combined phonograph and camera to give you all I have seen, done and experienced the past three weeks. You know when I left, and this is the second day in camp, everyone is hale and hearty and I am better than I have ever been, and doing work, marching that in old days would have been the cause of my early demise.

Well—we had a splendid voyage, weather, subs,

SEE OUR LINE NOW.

You will find it the best move you can make to obtain the needed SNAPPY things for fall and the holidays.

We are making it easy for you to inspect our remarkable array of READY-TO-SHIP Dinnerware and Fancy China (stock right here in Boston)—we are bringing it to you by showing at the

HOTEL McALPIN,

Broadway and 33d St., Room 361, New York,

AUGUST 12th to 25th.

R. W. COREY in charge.

In case you're not to be in New York between these dates, watch for our road man and send for our new complete catalogue if you haven't received your copy; or come to Boston and see the entire display and the greatest stock we have ever assembled.

The "Hartford" Open Stock. Immediate Shipment of Original Cases or Repacked Lots in any Quantity.

This is an ivory rim, with coin gold band and shoulder line, and half solid handles. On the new white body Royal Noritake China.

MITCHELL, WOODBURY CO.,

"The House That is Known by the Customers It Keeps."

560 Atlantic Avenue (One Block from South Station), BOSTON.

kness of all kinds and although not traveling de luxe we got many hours daily on deck. The crowd are congenial beyond your ideas and many funny things, and people, made the trip pleasant. We had all kinds of rumors on the way, but the plans of powers that be placed protection when needed and at one time this guard was most exciting from point of interest. We landed amid the cheers and flowers of the entire city. It is a quaint old city of the old world. (Deleted) himself was known to have been here. After we left the boat, we marched in a parade such as none of us (friends, etc.) all said as I did that I wouldn't have sold my place in line for ten thousand dollars. Such a welcome you can't imagine and I can't begin to describe, our camp is surrounded by villas and gardens and although hot by day is cold at night and the climate is splendid. I believe our latitude is about our own at home, but more brilliant as to light, and dryer. Well —our parade—we marched several miles through the old part of town, business section, old courts, queer buildings of antique architecture; the people cheered, shouted, smiled, grabed us and literally strewed the line of march with beautiful flowers of all kinds—palms, etc. In an address to the American and Italian soldiers later at the barracks where we were the first night, the representative of the Prime Minister said the people were totally ignorant of our arrival, although expecting us, and the demonstration was totally unofficial and a spontaneous outburst of the people. Enclosed is a letter from an Italian lady accompanied by an enormous basket of all sorts of lovely flowers sent to-day to camp. It expresses the sentiment on all sides. I never dreamed of such a welcome, the whole country is watching us as we are the (deleted) to arrive in Italy. I am having the time of my life as are all the others. (Just now a bunch are throwing one of our corporals in a blanket.) Many were sick on board, but I ate every meal. My cold was an infection in the nasal passages and gave me much discomfort due to catarrah, but this climate will and is curing it. Work, too, and sweating helps, if I worked at home like it, I'd strike for more pay.

To get back to descriptions—the town is large and typical of Italy I guess for it is all jumbled up, rich and poor, fine and squalid all side by side. It is built all on hills and marching is a test. We came to camp the third day and of course liberty is now curtailed. The first two days were in an old fortress on an immense hill (my the march that night up, after the parade was killing), the view takes in a wonderful area of water and mountains and was a sight worth coming for, alone. The Italian soldiers and Americans fraternize most cordially and the afternoon following, Dave, Lappe, Birdsall and I were piloted by ex-soldiers, who had been waiters in New York, and they steered us all about. Women here are of two classes only, but army regulations are such that everyone must act the gentleman, and already, I heard the Major say, that we were making a good impression generally. The Consul General spoke at camp to-day in the name of the American colony and they are enthusiastic, too, as you might guess.

It would take a Shakespeare and a J. Francis Burke to tell you all the novel and interesting things as they turn up and as we run into them. Above all, I can't realize I am 4,000 miles from Pittsburgh—it simply doesn't seem like it, but I guess we are slowly getting to the front. If you will read the Italian War News you will see where the fight is and sometime we will be in it right there, just now we might be at most any pleasant place near home on a practice two weeks camping out.

Life is typical but not too hard as many hands make a big job easy. I am detailed this week to one of the camp kitchens and there is plenty to do. I eat like a dozen of my former self, and the simplest, roughest, but best tasting food ever cooked. It is abundant and well made and although everyone kicks about his particular portion or the quality of it, in the analysis all are fat and rugged and tough as hickory nuts, dirt is our natural environment but it is the cleanest of outdoor living and working and agrees famously. If you could see the way we live you'd say we would all die of exposure, shock or something like it, but it is certainly great, dodging work is a gentle passtime, too, among some, and it is a scream to witness the antics, mock surprises, dodges and censures.

No one is homesick, or worried, or afraid, and although we have some in camp who have seen service, no one is anxious to do anything but get further on as soon as possible and "get into it," funny how the fever grows.

Well, I'm sorry I can't write more interestingly, and tell more of the news, but it is evening and work is over and all are enjoying the fun of a crowd doing antics, so I must witness it too. It is light as day till ten o'clock at night. Taps is at 11:15 and we get up at six o'clock.

Good night and best wishes to everyone and my love to the family, individually and collectively. Wish I could see you all for an evening to relate all about airoplanes, submarines, doings generally, and the friends I have here.

Discipline is rigid, but only when rules are broken, otherwise we like it tremendously and have a care free, happy existence. Again—"So-long." JIM.

P. S.—No mail yet—but hardly expect it so soon. How is Dick? How does he like France?

[COPY TRANSLATED FROM ITALIAN.]

Illustrious Signor Col. Persons—There are tears of emotion which have no words, and therefore, I am sending you flowers that they may speak in my stead to the generous American soldiers.

Until the world will not have sentiment for a basis, it cannot be called civil; and now the sons of the United States have come to us impelled by only one cause —that of the heart—to defend humanity, insulted and torn to pieces; to dry the tears of so many mothers in anguish and sorrow. Be they blessed with all my motherly soul and for all the mothers of Europe, and be they blessed for the glorious light which will resplend upon them for all the eternity of centuries.

And to you Sir, the devout gratitude of an Italian woman and may you be pleased to accept kindly my poor flowers. ERMINIA L' ARBIB.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SITUATION WANTED.—Sculptor, modeler, designer, graduate of national school of decorative art of Paris, three years designer and modeler of Libbey Glass Co, open for engagement. Best references from present employers. Address FRED. VUILLEMENOT, 1820 Erie St., Toledo, Ohio.

BUSINESS OPPORTUNITIES.

WANTED—Agency for New York and the East of a first-class lighting glassware line. Have a specially-equipped showroom. Address J. M. G., this office.

FOR SALE.

FOR SALE—Twenty china and glass sample trunks in fine condition, with trays. Salad trunks and miscellaneous. Address F. H. PFEIFFER CROCKERY CO., Peoria, Ill.

CROCKERY and GLASS JOURNAL

NEW YORK, AUGUST 15, 1918.

CONDITION OF TRADE.

New York The extreme heat which has prevailed all over the country played havoc with trade generally. While New York was not as badly off as some places—as we had only 102 degrees, as against 104 and 106 in other cities—it is conceded by most that it was hot enough. Fortunately, owing to the city's location, our visitors had the opportunity to take occasional dips in the sea, with only a few minutes' ride necessary, and that many of them must have availed themselves of this privilege is evidenced from the fact that the warerooms of the importers were practically deserted during the greater part of last week.

The buyers who are here, when they can resist the temptation to leave the city for a few hours, visit the warerooms in the hopes of picking up some little merchandise. They almost invariably bring orders for matchings and for import, but the latter are not very heavy so far this year. Again we advise, even if orders have not been delivered, that the future be discounted by placing orders, as the chances are that the foreign factories will make less goods before they make more, and "first come, first served" will be the watchword on the other side.

The Japanese importers have been fortunate in that they have succeeded in getting a very fair supply of merchandise, and this is helping the dealer out wonderfully. Some of them have stock to draw upon, and the wise man is buying wherever he can find the goods.

The domestic situation is practically unchanged—orders are coming in frequently, visitors are more numerous than usual at this time of the year, and the demand does not seem to slacken at all. Production will probably fall off, particularly if the new age limit for draft is put into effect on September 1, as is now contemplated. The man-power of the American potteries has been sadly reduced, and will be reduced more in the near future. Besides this, the Government is likely to increase its demands for semi-porcelain, and, if it does, the amount left for the mercantile world will be very small compared with the wants of the dealers.

Higher prices are in order, but that does not seem to deter buying; in point of fact, it seems that the higher the price, the more clamorous and insistent become the demands for goods. The glass manufacturers now know what they will have to pay their workmen. It seems that some of the larger concerns have anticipated pretty accurately what the advance in wages would be, and they have already advanced their selling-lists accordingly. Others, who have not yet done so, will undoubtedly put on at least ten per cent—and maybe more. Certainly, some lines will have to get a good deal more, to cover the added cost of manufacture. While there is a fair amount of business, trade is not as rushing as it was a year ago, but, with the return of cool weather, there is no doubt that there will be a bigger demand than there was last year. This little lull in business is rather welcome than otherwise, because everything has been on such a high-speed tension, that a slowing-down is a relief.

Retail trade in and around New York is about as

usual for August. The volume is not large, but the prices make a very good showing on the sales-books. A little better condition exists in the larger western cities than at our last report.

Pittsburgh and Vicinity

A slight improvement in orders for glassware was reported by some manufacturers of pressed and blown lines this week. The hot weather of the last fortnight has decreased production. Some salesmen are arranging to start on the road before the month end. Lighting glass is selling better. Food containers are in favorable demand. Transportation troubles are lessened and reasonable promptness is now being noted in deliveries of finished product.

East Liverpool and Vicinity

Production in the potteries in this district is upon the same basis as has characterized the local situation for some time past. The shortage of labor is still in evidence. General orders continue fairly active, and the volume of unfilled and future business on file is heavy. Buyers are visiting the district regularly. Government business is occupying the attention of many shops. Hotel ware is in heavy demand, while the orders for plain and fancy dinnerware shapes are as brisk as ever.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	16	315	$146.23
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	36	373	243.49
Edward Boote	246	1219	1,331 04
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239.50
Strobel & Wilken Co			8,192.60
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513 50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52 35
J. H. Venon, Inc.	138	296	348 86
U. S. Glass Co.	81	1135	611.36
C. Dorflinger & Sons	22	178	136.02
K. J. Okajima		193	48.25
George H. Kamoi	221		$ 919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	76	188.93
Ko Kozai		58	14.50
Theo. Haviland	55	190	176.44
L. Straus & Sons	871	1972	4,119.54
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	298	577	1,634.25
B. Illfelder & Co.	1	37	13 40
Empire China Works.	71	851	508.11
B. Strasburger	72	710	477.20
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	120	1631	907 19
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	58	382	338.33
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	230	6647	2,619 30
Geo. Borgfeldt & Co.	1495	2354	6.838 05
Wm. H. Plummer & Co.	8	114	61 86
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	65	180	316.70
Vogt & Dose	14	312	136.36
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	42	336	257.77
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165 50
Bryce Bros	70	275	418.75
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	95	250	458.70
Rich & Fisher		179	44.75
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	23	130	128.57
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	26	653	271.92
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16.00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

WHEN it comes to securing something absolutely out of the ordinary in a lamp, it is often puzzling to know just where to go for it. The problem is very satisfactorily solved in the comprehensive and unusual assortment of bases in Chinese porcelain and pottery,

shown by the Soy Kee & Co., 7-9 Mott street, who, without a doubt, have one of the most unique exhibits to be found in the country. One room is almost wholly devoted to vases, representing every character of vase made by the Chinese, in rich, soft colorings and wonderful glazes, that combine so well with silk shades.

The Robichek Co., Inc., manufacturers of lamp shades, have completed their removal to their new quarters at Twenty-eighth street and First avenue, where they are rapidly getting into shape for the expansion of their business which the great increase in space and facilities makes possible.

For lamp shades that are just a little bit different, there probably is no more interesting line to be seen than that offered by the Maibrunn Co., Inc., 40 East Nineteenth street. Every design brought out by this company has an indefinable artistic touch about it, that at once places it in a class by itself. Their exhibit is replete with an array of pleasing new effects in style and color creations that are certain to meet with the approval of the particular buyer.

Manager Charles Kraft is shifting things around at the salesroom oi the Pittsburgh Lamp, Brass and Glass Co., 35 West Twenty-third street, to make room for the factory's new line of portables, the arrival of which is expected daily. It is promised that the showing will bring out such a host of refreshing ideas that will make the trade sit up and take notice.

The line made by William Reuter is very comprehensive, and includes a number of novelties in carved and plain styles, decorated bases, mahogany, enameled and tinted effects in floor, table and boudoir lamps, candlesticks, Venetian street posts, Japanese lanterns and torchieres. It is high grade in every respect.

Bradley & Hubbard, pursuing their custom of the last few years, every little while, bringing out something new, not waiting for a complete line before they show in New York. There are some advantages in this, as every time a buyer comes to market, he can see something different from what he saw when he was here last time. The line which they are bringing out in this way is now already extensive in its scope, and the new pieces added recently are all unlike those which we have described before.

S. A. Weller, who has the faculty of producing striking novelties in pottery, has just brought out a bracket electric light on the order of the sconce, with two bulbs. There is an outer rim with a sort of scroll, and, inside, there are birds—life-size—in relief. There are also flowers, which are colored to life, in natural size. It is so different from anything that has been seen on the market, that it is sure to attract attention. The colors are principally ivory and brown, with enough red properly distributed to impart vigor to the coloring. Then, he has a three-pronged candelabrum,

designed on the same plan and colored similarly, and, like the sconce, it is entirely out of the ordinary.

It would be quite impossible to bestow too much praise on the line of decorated lamp bases and silk and parchment shades shown by Takito, Ogawa & Co. They are productions of the concern's own factory in Chicago, and are highly commendable for the unique designs and shapes, which have a style all their own.

"Originality" is the keynote of the complete line, it being the particular pride of H. Ichikawa, who looks after its manufacture, to have something that doesn't follow in the same old rut. An idea of how well he has succeeded can be gained only by a visit to their showroom, 101 Fifth avenue, where there has just been added an array of new designs, that are marvels of beauty.

OBITUARY.

AFTER a short illness Thomas J. Hughes, an old-time and well-known crockery salesman, died August 7, at Richmond, Va., aged about sixty-five years. Mr. Hughes was a character and a royal good fellow, making many friends all over the country. He was identified with the English crockery trade, having at various times been associated with Robert Slimmon & Co., Hugh C. Edmiston, and John Davidson; at one time, he represented Wood & Son, of Staffordshire, in this country. He had not been actively engaged for several years. He leaves a widow and a daughter. The interment was at Newark, N. J.

SALESMEN'S WEEK.

BEGINNING with August 22 and ending with August 29, the week will be designated as "Salesmen's Week," for the sale of War Savings Stamps. The National Council of Traveling Salesmen, representing eleven salesmen's organizations, has undertaken to sell all War Savings Stamps which the one hundred and fifty trades' committee, making up the Pioneer Division is willing to underwrite. It is expected that the subscriptions will approximate $25,000,000. Between 30,000 and 40,000 salesmen will canvass the city. City headquarters have been opened at the Hotel Imperial, and Charles F. Hall, of the Sub-Travelers' Association will be in charge.

A BIG CONTRACT.

THE contract for furnishing and equipping what will be the largest restaurant and kitchen epuipment in the State of New York has just been awarded to Horton & Wade, Inc., of Albany. The United States government war department is erecting at the Watervliet arsenal a large building known as the welfare building. This building is intended for the employees and government officers connected with the arsenal. There are three dining rooms with a total seating capacity of over two thousand. Also a large modern equipped kitchen, bakery, butcher shop storerooms, etc., which, if necessary, have a capacity of feeding fifteen thousand men daily.

Horton & Wade, Inc., feel very proud of their achievement in securing this contract, from the fact that there were other firms in business similar to theirs, bidding to the government for this work, including two firms in Philadelphia and two in New York city. The equipment in every detail will be the most modern type, including enormous batteries of coffee urns and magnificent Duplex French ranges, broilers and enormous aluminum steam kettles, steam cookers for vegetables, electric coffee mill, electric meat chopper, electric dish washing machine, electric vegetable peeling machines, meat slicing machines, electric exhaust fans, etc. There will be ten large refrigerators in the plant, which will be installed by this company's own workmen. The contract includes, in addition to the above, all of the tables, chairs, cooking utensils, bakers' machinery and equipment, butcher shop tools, china, glass, silverware, steam tables, cutlery, dish tracks and janitor supplies. In fact, every item that could be found in the most motern hotel kitchen and dining room equipment.

Horton & Wade, Inc., also recently furnished and installed the equipment for the dining room and kitchen for the United States Soldiers Training school at the State School for Teachers in Albany.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Buyers in general, who have been watching the trend of events of late, feel that manufacturers will be compelled to revise their selling lists. In some cases that has already been done.

* *

A few days ago a large jobbing house made inquiry for a quotation and possible time of delivery for three cars of third-pint tumblers. A price of thirty-six cents was quoted, but the manufacturer, while thanking the house for the inquiry, made the suggestion that an effort be made to place the business elsewhere. Demands for tumblers are so heavy that it is almost out of the question for some concerns to consider booking additional large business until current orders have been shipped.

* *

Sales managers say that many old lighting systems are being replaced, and this is creating a lot of new orders. The Government has also been buying rather largely of late, because many office buildings are being remodeled for Government use. The improvement in this line has been welcomed.

* *

Hot weather of late caused many shops in glass factories to knock off. With the temperature hovering around 104 officially, manufacturers and factory superintendents were content with the enforced loafing period.

* *

Watson W. Lang, manager of the Pittsburgh branch of Kinney & Levan, has purchased a residence at Cambridge Springs, Pa., where he plans to spend week ends. Mr. Lang is secretary of the Western Glass and Pottery Association.

* *

Buyers visiting the glass district within the last few days were H. A. Koll, with the Hamburger store, Los Angeles, Cal.; Leon Moses, Washington, D. C., and a number of others from nearby towns.

* *

Improvements at the former plant of the Ripley Glass Co., at Connellsville, Pa., recently purchased by the Capstan Glass Co., are progressing rapidly. The tank the firm is building will have a capacity of 60 tons, the largest of its kind in the western field. A producer plant will also be erected. It will be several months before operations can commence. Local and New York capital is interested in this new company.

* *

There has been an active demand this season for bud vases. Practically none of this item has been imported, hence large jobbing interests have been pushing the domestic lines.

* *

A novelty in glass that has just made its appearance is a glass hat, a copy of the National Army hat. The color is olive drab, while the cord around the rim is colored according to the usage of the different branches of the service.

* *

Water sets continue in brisk demand. All kinds, such as hand decorated, light cut and plain crystal, are wanted in liberal quantities.

* *

Some buyers are offering a premium over quoted prices for quick delivery of some lines of glass. It was explained here a few days ago that certain jobbing and retail stocks are very short, and that merchandise is wanted badly when a premium is offered for ware.

* *

Candy jars for home use have been one of the items in glass which have had a liberal demand all season. All designs have been selling well. Several new etched and light cut patterns have been recently placed on the market, although the gold band and enameled decorated containers have been most popular with the retail buyers.

Wheeling, W. Va.

Construction of the Wheeling Pulverizing Co.'s new plant will start at once, according to a statement made by W. R. Malcomb, secretary of the company, and it is hoped that the plant will be in operation before October 1. The company will grind lepidolite,

high-grade potash felspar, and floorspar, which minerals are used in the manufacture of glass, pottery and enamelware. This company has been promoted by B. F. Drakenfeld, of New York, and the output of the mill will be exclusively for him, Lepidolite is a potash-lithia bearing mineral, which has lately become much in demand by glass manufacturers.

MILEAGE BOOKS READY AUGUST 20.

PASSENGER mileage books, interchangeable and good on any railroad, will be placed on sale Aug. 20. They will be accepted in payment of passenger fares on trains in exchange for tickets and for extra baggage charges. Two books are being prepared—one with 1,000 coupons, each coupon worth 3 cents or one mile of travel, to be sold for $30, with the addition of $2.40 war tax collected when the book is bought, and another with 500 coupons, selling for $15, with $1.20 additional war tax.

Each book is to be transferable and may be used for any number of passengers at the same time.

INCREASED PRODUCTION OF SODA.

MOST of our soda is produced from salt and limestone. The term "soda," as commonly used, means sodium carbonate in the form of soda ash, sal soda, and sodium bicarbonate, as well as sodium hydroxide, or caustic soda, as it is generally called. The total production of soda ash in the United States in 1917, according to statistics compiled by R. C. Wells, of the United States Geological Survey, Department of the Interior, amounted to 2,023,841 short tons compared with 1,733,516 tons in 1916. Only a small fraction of this soda ash was produced from natural sodium carbonate, the remainder having been made by the Solvay process from salt and limestone. A large part of this soda ash was immediately transformed by the producers into caustic soda—444,848 tons in 1917 and 409,308 tons in 1916—and the remainder was actually marketed—1,578,889 tons of soda ash in 1917 and 1,324,208 tons in 1916, valued at $38,374,199 and $18,283,866, respectively. The sales in 1917 amounted to about 29 pounds for each person in the country. The soda ash was used in making glass, soap, dyestuffs, and explosives, as well as washing soda and other sodium salts, and a small quantity was exported.

The war has stimulated the chemical industry in the United States to produce materials that were formerly imported and to supply them to foreign countries, as well as to devise new uses for chemical products, and to replace more expensive by less expensive chemicals. Sodium compounds have replaced potassium compounds, either wholly or in part, in glass and soap making, in photography, in match making, in tanning, and in the manufacture of cyanide for extracting the precious metals from their ores.

Reports received from producers show that 174,212 tons of sodium bicarbonate, or cooking soda valued at $5,292,374, and 77,939 tons of sal soda, or washing soda valued at $1,698,520, was marketed in 1917. These salts are used not only in cooking and washing but in making effervescent drinks and in medicine.

Caustic soda is a stronger alkali than sodium carbonate. It is used in making soap, pigments, and wood pulp, in purifying oils and fats, in mercerizing cotton, in cleaning metals, as lye in the household, and in making dyes, as well as in making phenol, which is used in the manufacture of certain explosives such as ammonium picrate and lyddite. In 1917 caustic soda was made from soda ash by 8 companies, and from sodium chloride by electrolysis by 28 others; but the total production reported by the 8 companies using soda ash was 358,081 tons, valued at $21,086,766 against 137,663 tons, valued at $8,646,907, for the 28 companies using sodium chloride. Many of the firms that produce caustic soda electrolytically make pulp or paper, and all utilize the chlorine produced, some selling it directly, others converting it into bleach or other products. The caustic soda produced included some dilute solutions, but after the figures reported are reduced to express actual sodium hydroxide the caustic soda made from soda ash in 1917 amounts to 341,793 tons; that made from sodium chloride by electrolysis amounts to 126,570 tons, which is 27 per cent of the total sodium hydroxide made—463,363 tons. This total output shows an increase of 71,423 tons, or 18 per cent over that of 1916. Of the total output in 1917, 74,015 tons, or about 16 per cent was consumed by the makers in their own plants, and the rest was sold. Before the European war the manufacture of electrolytic alkali was limited by the quantity of chlorine that could be utilized, and the present great demand for chlorine for use in the war should permit a large increase in the production of caustic soda.

The total value of the "sodas" made in the United States in 1917, exclusive of any duplication in material due to the transformation of one chemical into another, but inclusive of the value added in the manufacture of the the more expensive compounds, amounts to about $74,000,000.

During the last six months of 1917, according to statistics compiled by the Department of Commerce, the total exports of soda ash, sal soda, and caustic soda amounted to 97,925 short tons, valued at $8,814,939. Soda ash leads with exports of 49,215 tons, valued at $2,884,569. The principal countries receiving this material, named in order of quantity exported to each, were Japan, Canada, Argentina, Cuba, Chile. The exports of caustic soda amounted to, 44,996 tons valued

at $5,832,598, of which Japan, Italy, Brazil, Argentina, Canada, Mexico and France received the largest quantities. In addition, 3,718 tons of sal soda, valued at $97,-772, was exported, principally to Canada and Argentina.

The imports of these products in 1917 for consumption in the United States were as follows: Soda ash, 2,093,571 pounds, valued at $70,080; sodium bicarbonate, including monohydrate and sesquicarbonate, 81,387 pounds, valued at $2,839; and sal soda, 100 pounds, valued at $5.

AT CHICAGO.

THE general condition of the crockery and glass trade of the city is satisfactory. During the past week a large number of buyers have been in the city, to attend the expositions of the National Associated Manufacturers and the National Association of Manufacturers and Importers. The former was held at the Hotel Sherman and the latter at the Palmer House. Both were well attended. The buyers placed orders for both immediate and future delivery. Nor did they confine their efforts to the concerns which were showing at the expositions. They went to the display rooms of the factories, which are regularly maintained in the city, and placed some good orders.

* *

The buyers without exception expressed satisfaction over the recent improvement in the delivery of merchandise. They said that if the factories on the whole are able to keep up this record for the next couple of months there will be no severe shortage of goods this fall, except such lines as are curtailed as a result of the war. The stores which are located in agricultural centers are finding an excellent trade, and on account of the good crops are likely to have a most successful fall season.

* *

Edgar Bowman, of the George H. Bowman Co., Cleveland, was in the city during the week, in connection with the display of the company at the exposition of the National Associated Manufacturers in the Hotel Sherman. With S. A. Pexton, manager of the Chicago office, he welcomed the visitors at the display of the company on the second floor of the hotel. The company showed its full aluminum line, toys and some glassware.

* *

Ebeling & Reuss, importers of china at Philadelphia, Pa., showed their line at the Hotel Sherman last week.

* *

Earl W. Newton showed the line of the Imperial Glass Co. at the Hotel Sherman last week. The display was in the Gray Room, and was in charge of E. E. Ault. Mr. Ault has gone to Indianapolis this week, where he will show the line at the Claypool Hotel at the exposition of the National Associated Manufacturers in that city.

* *

John W. Trenck, of John W. Trenck & Sons, Indianapolis, Ind., was one of the registrants at the Palmer House last week. He showed his glass lines at the convention of the National Association of Manufacturers and Importers.

*

Harper J. Ransburg, factory representative of glass lines at Indianapolis, Ind., was at the Hotel Sherman with samples last week.

* *

H. A. Andrews, buyer of merchandise from Bowling Green, Ky., paid a visit to the city during the week.

* *

Leo. Arnstein, buyer for Ed. Schuster & Sons, of Milwaukee, was in the city on business during the week.

* *

Henry Vieman, assistant buyer of china at the store of Carson, Pirie, Scott & Co., will return from his vacation this week.

William Howell, of Pitkin & Brooks, is at his desk again after a short Eastern trip.

* *

Albert Pick, of Albert Pick & Co., is back in the city after a trip to some of the factories.

* *

Dave Saunders, representative of factory lines, will leave this week on a trip through Middle Western territory.

THE FOURTH LIBERTY LOAN.

ACCEPTANCES have been received by George de B. Greené, chairman of the Advisory Trades Committee of the Rainbow Division, from forty committee chairmen named by Governor Benjamin Strong, of the Federal Reserve Bank, to direct the campaign of the Fourth Loan among the trades of this city. There are ninety committees representing all the industries of the metropolis. The trades total during the last drive was more than $550,000,000, and it is expected that the next drive will bring a very much larger amount. A master list, containing 120,000 names, has been compiled, and this list will be given to the sub-committees to work on. The Advisory trades Committee has decided to adopt the National Community Honor Flag for awards to firms, sixty per cent of whose employees have bought bonds. The only difference between this flag and the one of the last drive will be that the new one will have the firm percentage written at the bottom of the white field. In the first list published of the forty acceptances, the crockery, glass, and allied trades division, does not appear, but it will probably come later.

FOUNDED IN 1874.

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUGUST 15, 1918.

THE EIGHT-HOUR LAW.

THE enforcement of the eight-hour law is working disastrously to the country, in that it is curtailing production. The cry for more workingmen is heard on all sides. Not enough coal, iron, or steel is produced to satisfy the needs of the people. Not enough farmhands are to be had, and one could go through all the manufacturing lines and hear the same tale of woe. Everybody knows that there is an insufficiency of crockery and glass produced to fill the orders on the files of the manufacturers, and every one is asking what shall be done.

Nobody, so far as we recall, has suggested a very simple expedient to increase the output twenty-five per cent. For the period of the war, abrogate the eight-hour law, and let everybody work ten hours a day. If the employees in the potteries would work every day in the week for the full eight hours, that would help a lot, but they do not want to do it. It is useless to go into a discussion about the workers doing better work by confining their hours of work to eight. That delusion has been smashed time and time again. We hear much about "doing my bit," but now the time has come when we must do our best. Here is a chance for the workingmen to do their share in a manner which will not only materially aid their country, but will also put money in their pockets. There is not a manufacturer in the country who would refuse to pay for the two extra hours at the same rate that he now pays for the regular eight hours.

Just think of what it would mean to the crockery trade if twenty-five per cent should be added to the output. The men would make more money, the manufacturer would add to his profits, and the consumer—who is actually begging for merchandise—would be made happy. It is worth considering. If the trade unions would listen to such a suggestion, offered on patriotic grounds, and for the period of the war only, it might be brought about.

PERSONAL.

LAST year Miss Marguerite A. Doctor, who is with her father, Alex. P. Doctor, New York representative of the Central Glass Works, spent her vacation in western Pennsylvania. She is an expert needlewoman, as well as an efficient worker in the sales and office departments of the wareroom, and, in the former capacity, has taken many prizes at county fairs and exhibitions in that section. She will exhibit her embroideries again this year—to the envy of the young maids of the district—and will doubtless again emerge victorious.

William Dougherty, the New York representative of the Consolidated Lamp and Glass Co., is the proud possessor of a boy, his first child, who came to town last week. According to all accounts, "Bill" is standing the strain in first-rate fashion. Incidentally, his wife is coming along splendidly.

Miss Margaret McBride, of the United States Glass Co.'s New York office, is enjoying a two weeks' rest at one of the New Jersey resorts.

S. C. Anderson, with Koscherak Bros., last week received an interesting letter from his son, who is with the American Expeditionary Force in France. He has had a good view of several Boche air raids, and says that he couldn't imagine anything more exciting. He speaks particularly of the great work being done by the Y. M. C. A, "over there," and declares that, if the people at home fully realized what it meant to the boys, they would support any drive for money made by that organization with the same enthusiasm that they have displayed in the Liberty Loan campaigns.

J. Joseph Snyder, with Maddock & Miller, Inc., is enjoying a two weeks' rest from business cares at the home of his boyhood days, Bordentown, N. J.

S. I. Morley, who for more than twenty years has been connected with the Sebring (O.) Pottery, is no longer with that concern. He has not announced his

plans for the future, but, for the present, will take a much-needed vacation.

E. A. Ernst, china buyer for H. & S. Pogue Co., Cincinnati, arrived in town on Monday. He is stopping at the Elks' Club.

James F. Challinor, superintendent of the United States Glass Co.'s factory K, dropped in for a chat last Saturday, with Ed. Craig, manager of the New York office, on his way to Long Island, where he expects to spend a few days visiting friends.

Lambert Dorflinger, who is a Second Lieutenant, with prospects of immediate promotion, and who has been stationed at Camp Greene, Tex., surprised his father, W. F. Dorflinger, by walking into the office on Friday afternoon. He had been transferred to Mineola. Louis Dorflinger, second son, who is a First-class Seaman, and who is acting as signalman, has been stationed off Nova Scotia, but is now probably somewhere on the other side.

John Davison, who has been spending his vacation in Vermont, came back on Tuesday feeling fine.

Irwin Zeiller, son of Oscar Zeiller, the latter with B. F. Drakenfeld & Co., had two hours to decide whether he would enlist in the Marine Corps. Before the time had expired, he had signed up, and was on his way to Washington. He has been assigned to Paris Island for training. He has just passed his eighteenth birthday.

Jack Stone, city salesman for the Pittsburgh Lamp, Brass and Glass Co., combined business with pleasure on his vacation last week, having visited the factory while away.

Harry L. Seixas, traveler for Edward Boote, is expected home from Chicago the latter part of this week, which is his last stop on a ten days' trip on his customary short preliminary fall trip to points in the Middle West.

Edward Boote returned last Friday from a delightful five weeks' fishing trip in Canada. He made a record catch, both from point of number and with respect to size, his largest being a salmon weighing forty pounds.

Frederick Skelton received a letter this week from Erwin B. Stone, son of E. B. Stone, secretary and treasurer of the Athens Glass Co. He is a member of Company E, of the 15th U. S. Engineers, with the American Expeditionary Force in France. He is enthusiastic about the French people, and says he is growing to think more of them from day to day. Possibly his enthusiasm is helped some by a pretty mademoiselle, under whose able instruction, he is making rapid progress in his efforts to master the intricacies of the French language.

H. H. Phillips, superintendent of the United States Glass Co.'s Gas City (Ind.) factory, arrived in New York on Monday from Atlantic City, where he had been in attendance at the meeting of the glass manufacturers. He was accompanied by his family, who will spend several days here with him, before departing for home.

Abraham Berman, who, as we reported last week, was the sixth man to go from L. Straus & Sons to join the colors, was given a wrist-watch, a complete kit, and a war-knife on Monday afternoon. After the presentation, which was made by Mr. Wells, refreshments were served.

W. G. Mueller has been appointed merchandise man for Albert Pick & Co., Chicago, and is in charge of the china, glass, linen, and carpet departments. This does not interfere with the regular buyers. This position was formerly held by Hugo Pick.

John J. Hahn, who was buyer for Richard Briggs, Boston, and later with Batterman's, Brooklyn, was in the city this week, buying for the Castner-Knott Dry Goods Co., Nashville, Tenn.

W. Q. Wilcox, of the W. S. Pitcairn Corporation, began his vacation last Saturday. The beginning was rather sad, as he had to attend the funeral of his wife's mother, an old lady of eighty-five. He will devote his time to motoring and visiting nearby resorts.

Horace C. Gray, head of the Horace C. Gray Co., is hard at work again, having returned on Wednesday from a month's stay with his family at Chatham, Mass., on Cape Cod. He made the trip to and from the resort in the car, which, he said, added greatly to the pleasure of the outing.

In the Battle of Brule Woods, which occurred on July 31, Sergeant Joseph Mercer Higginson, of Company A, of the famous fighting 69th, who is a brother of George Higginson, the latter with George B. Jones, finding that all the officers of two companies had been killed, took charge, re-organized the troops, and, amid heavy shell fire, crossed the River Ourcq on pontoon bridges, driving back the enemy, and held the position. As he is only twenty-one years old, the feat was somewhat unusual and will undoubtedly be recognized by

the French Government, and he stands in line for promotion in consequence.

Peter Rinkin, buyer for the Boston Store, Chicago, who arrived here a week ago Monday for a week's stay, to look over the lines in the local market, did not waste any more time here than necessary. Instead of waiting until Saturday, he was glad to wave a farewell to New York on Thursday. His wilted collar told the story of his hasty exit.

Frank R. Martin, of Detroit, is expected to arrive in New York on Monday. He is making the trip by motor and is accompanied by Mrs. Martin.

Louis Reizenstein is still showing his line of decorated glass at the Claridge. He will probably close the exhibit a week from Saturday. He has exceedingly novel and interesting items.

D. King Irwin, who, in military life, is Sergeant Irwin, came back Monday after a strenuous week in camp. He was tired but very happy. Some idea of the work he did may be gained from the fact that he lost seven pounds in weight. Still he likes the life.

The Merchants' Association of New York has appointed Fred C. Brey, with B. F. Drakenfeld & Co., Anti-Litter Block Captain for the district comprising Murray street, between Church street and West Broadway. This is to aid in enforcing the ordinances intended to secure sightly and sanitary conditions upon the streets and sidewalks.

BUSINESS BRIEFS.

The Booth Glass Mfg. Corporation, of Bridgeton, N. J., has been formed to manufacture glass and glass products, with a capital of $450,000.

A. S. Hunter, T. Hunter, and A. Vencill have incorporated the A. S. & T. Hunter General Department Store at Utica, N. Y., with a capital of $200,000.

The Liberty Glass Co., of Salpulpa, Okla., has been incorporated with a capital of $75,000, by L. H. McClung, George F. Collins, and M. E. McClung.

The incorporation of Chaffee & Bronson, Watkins, N. Y. as a general department store, with capital of $20,000 is announced by C. S. Hyde, A. B. Chaffee and G. E. Bronson.

The Medical Supply Depot, United States Army, Washington, D. C., received bids up to August 15 for 5,000 white enameled hand basins, 2,000 white enameled buckets, 15,000 white enameled cups, 6,000 vegetable dishes, 2,000 enameled funnels, 1,000 seamless enameled pitchers and 10,000 meat platters.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

A R Williams, t, hf, L Samler, Lebanon, Pa. 37 West 26th.

O T Ballhorn, s, Powers Mercantile Co, Minneapolis. 2 West 37th.

A C Baker, hf, Goldberg & Lewis, Talladega, Ala. 1161 Broadway.

M Herz, s, Mandel Bros, Chicago. 13 East 22d.

P Weill, hf, B Nugent & Bro D G Co, St Louis. 470 Fourth ave.

E C Lauer, t, Dayton Co, Minneapolis. 225 Fifth ave.

Mrs F A Nudd, g, W Filene's Sons Co, Boston. 116 West 32d.

J R Duncan, hf, Fowler, Dick & Walker, Evansville, Ind. Grand.

J Rawlings, t, Scranton, Pa. Hermitage.

H Gray, c, g, hf, Hunter-Tuppen Co, Syracuse, N Y. Broztell.

H B Parks, hf, H B Parks Co, Rome, Ga. Albert.

Mr Kalmanovitch, g, Montreal. Broadway Central.

R H Yarwood, c, l, hf, t, s, Bowman & Co, Harrisburg, Pa. 1270 Broadway.

F Kauders, t, hf, Leopold Adler, Savannah, Ga. 1150 Broadway.

R E Tillis, t, B Nugent & Bro D G Co, St Louis. 470 Fourth ave.

J B Powrie, hf, c, t, Castner-Knott D G Co, Nashville, Tenn. 23 East 26th.

A A Breton, hf, t, Shartenberg & Robinson, New Haven, Conn. 404 Fourth ave.

J B Reese, hf, Reese's Bazaar, Wilkesbarre, Pa. Grand.

R A Sanders, hf, Meyer, Arnold Co, Greenville, N C. 17 West 28th.

G V Dalrymple, s, Golden Rule, St Paul, Minn. 1261 Broadway.

A J Moser, hf, c, t, I Sulzbacher, Steubenville, O. 37 West 26th.

L G Wesselman, hf, Bailey Co, Cleveland. 37 West 26th.

H E Kline, hf, Watt & Shand, Lancaster, Pa. 432 Fourth ave.

E D Stauffer, t, May Co, Cleveland. 37 West 26th.

A E Wilkins, hf, Kohn, Furchgott Co, Jacksonville, Fla. 353 Fourth ave.

J Donovan, l, Robertson, Sutherland Co, Lawrence, Mass. 432 Fourth ave.

A M Eisfelder, t, C Korrick & Bros, Phoenix, Ariz. 116 West 32d.

F L Gavitt, hf, H B Gavitt Co, Westerly, R I. Continental.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

That female help will probably be employed in the clay shops of some plants, to take the place of men and boys who have been employed as batter-outs and mold runners, seems to be a possiblity of the near future. A canvass of twenty jiggermen a few days ago revealed the fact that only six boys were then being employed, whereas a jiggerman should have at least two helpers at his bench. Some manufacturers contend that the American potter will have to sooner or later employ females in this department. Such an action would show a decided increase in production. It is understood that several jiggermen are now considering employing girls, and as the latter can earn three dollars or more per day, the matter of obtaining such help will not be very much of a task.

The death of Mrs. Elizabeth McNicol, widow of the late Hugh A. McNicol, has removed from the pottery trade the only woman having occupied the position of president of a pottery company in this territory. Until her health failed, Mrs. McNicol gave much time to the business and was interested in every department. Under the management of H. P. Knoblock, the company has made remarkable strides during the last few years. Her last will and testament was filed for probate in the County Court at Lisbon, Tuesday, and disposes of her personal property valued at $19,000, all of which goes to her son Harry A. McNicol, who has also been named as executor of the estate.

Stock of clay now on hand in some plants is the largest in years. Manufacturers have been taking no chances of non-delivery of clays during the coming season, when it can be had now.

Among buyers visiting the district of late were the following: Leon Moses, with A. Lisner, (Palais Royal), Washington, D. C.; Samuel Natkin, with The Fair, Chicago, Ill.; Mr. Anderson, with J. Rosenblatt & Co., Baltimore, Md.; A. M. Haltom, of the A. M. Haltom Co., Memphis, Tenn.; H. P. McGregor, of the H. P. McGregor Co., Wheeling, W. Va.; Mr. Snyder, with the Mutual China Co., Indianapolis, Ind.; Thomas Meyer, with F. M. Featherly, Syracuse, N. Y.; and P. L. Guillet, Kansas City, Mo.

Pottery manufacturers here were given a jolt a few days ago when the morning mail contained a letter from "Bricklayers Union No. 10, of Ohio." In substance, the bricklayers informed the trade that hereafter they would refuse to do any work at any plant where the manufacturer permitted "handy men" to lay a brick. This means that the slightest repair of a kiln cannot be done by the handy man, but that a union bricklayer must be employed at a rate of over ninety cents per hour.

Letters continue to be received here from foreign countries asking for representation of domestic pottery lines. Several more were received here this week. In each instance the inquirers were advised that, while the potteries were glad to receive such requests, it was impossible at this time to consider the taking on of additional business, especially for export.

Outstanding bonds to the value of $30,000 have been purchased by Wheeling (W. Va.) interests, and considerable additional capital will be available for the remodeling of the plant at New Cumberland, W. Va., formerly occupied by the Clay Casting Co., of West Virginia. Hotel ware will be made here. One important improvement will be the building of a tunnel kiln. C. L. Gray, of this city, will be in charge, it is said, when the new organization is completed. Cereal sets will no longer be made. As soon as the clay shops can be remodeled and machinery installed, the making of ware will start, as considerable raw material is now on hand.

An informal meeting of pottery manufacturers from the western territory was held in the auditorium of the Elk's Club here a few nights ago. A number of manufacturers from outside plants attended. During

the dinner patriotic songs were sung by John Coleman, a well known local singer. It was the first time the manufacturers have gathered about the festal board here in several years.

The record of buyers coming into this market from week to week shows that many of them who generally registered here only once a year are now almost monthly visitors. Although August is considered an off month, indications are that a heavy list of buyers and department heads will visit the district in September.

Government requirements for domestic pottery continue very active. As long as the Government continue to place business with the pottery manufacturers, the present rule of manufacturing will be rigidly observed.

At a special meeting of the stockholders of the Sterling China Co., at Wellsville, O., last week, the firm purchased from the George Patterson interests the pottery plant now occupied by the Sterling Co., and ere long will erect an additional kiln. For the last year or more the company has operated the plant under a lease. A small line of hotel ware is being made, but the number of items is to be increased as soon as additional facilities are procured. The sales department is under F. F. DeBolt, of this city.

Frank A. Sebring, president of the Sebring (O.) Pottery Co., has become sole owner of the plant of the Salem (O.) China Co. The transfer of interests was made early this week. The Salem China Co., was owned jointly by Thomas Darrah, of Salem, O., who was in active charge of the business; Patrick McNicol and Cornelius Cronin, of East Liverpool, owners of the Standard Pottery Co., of East Liverpool, and which concern operates two plants in East Liverpool. A continuous kiln will be the largest improvement to be made by Mr. Sebring at the Salem plant. The present working and office forces will be retained, although Mr. Darrah is expected to return to East Liverpool, his former home.

AT THE McALPIN.

IN the Hunt Cut Glass Co.'s line the royal pattern is still going strong. This particular cutting has taken a firm hold on the trade and is as popular as ever. There are some other new attractive designs, and deliveries will be made promptly.

Robert W. Corey, representing Mitchell, Woodbury Co., Boston, opened his samples on time Monday morning. Besides the attractiveness of the goods themselves, which consist of open stock dinnerware from England and Japan, and a line of fancy goods, the great feature is that there is a big stock behind all the samples and that buyers can be assured of shipments as quickly as the goods can be packed on receipt of order. In these times of shortages, buyers ought to avail themselves of the opportunity to get immediate deliveries.

F. L. Morecroft, representing the Ideal Cut Glass Co., is showing his line, specializing on the diamond poinsettias pattern. Besides these, he has some very pretty cuttings in a long line of samples, and can insure prompt deliveries.

James P. Gordon, with Jones, McDuffee & Stratton Co., has engaged rooms here and will open up next week.

QUITE A LOT OF CROCKERY.

SOME idea of the magnitude of the scale on which the Government does business may be gained by a study of the number of pieces of semi-porcelain which have been shipped to it since the first of December of last year. These calls have been made for the Army and Navy, but the figures below are principally for the Navy and are from one single source.

Cups	559,500
Bowls	491,100
Plates	550,500
Soups	84,000
Bakers	43,300
Dishes	24,600
Jugs	16,000
Saucers	164,000
Individual Butters	10,000
Miscellaneous (which includes sugar bowls, pickle dishes, and other pieces of tableware	199,300

This makes a grand total of 2,142,300 pieces of tableware for the eight months ending August 1. This does not include what has been shipped from other sources, which, it is estimated, equals in amount those enumerated above. Nor does this list include hotel china; of this the Government originally ordered about 3,000,000 pieces, one half of which have already been shipped. In other words, the figures on semi-porcelain and china reveal that the United States has used, in the last eight months, some five and a half million pieces of crockery.

MUTUAL CHINA CO. TO REBUILD.

LAST week we chronicled the destruction by fire on Saturday, August 3, of the Mutual China Co.'s plant at Indianapolis, Ind. That same day, it was decided to rebuild, and lumber and other building materials were ordered at once. On Sunday, some of this was delivered. On Monday morning, their Mr. Snyder arrived in East Liverpool to buy, and on Tuesday, goods were shipped to the firm. That's about as quick action as could be expected.

CROCKERY and GLASS JOURNAL

NEW YORK, AUGUST 22, 1918.

WAGE INCREASES FOR GLASS WORKERS.

CONFERENCES between glass manufacturers and representatives of the workers recently concluded at Atlantic City resulted in the most liberal advances being made to the employees in recent years. These increases are on top of those granted some departments during the first and second quarters of the year. In the paste mold and pressed ware departments the workers asked for an increase of fifty per cent, and made it very plain to the manufacturers that "asking for a fifty per cent advance does not mean forty-nine per cent."

The following wage adjustments have been officially announced:

CASTER PLACE DEPARTMENT.

All off-hand, paste mold, burst-off and pressed blank workers receive a ten per cent increase, except gatherers, who receive fifteen per cent.

First Class Caster Place Shops—Gaffer $4.75, servitor $4.25, first foot-maker $3.75, second, $2.75, net.

Second Class Shop—Gaffer $4.25, servitor $3.65, first foot-maker $3.15, second $2.65, net.

By-Place Shop—Gaffer $4, servitor $3.50, first foot-maker $3, second $2.50, net.

BEAKERS AND FLASKS.

Blower, ten per cent increase; gatherer to receive seventy-five per cent of the blower's rate.

MILK TESTS.

A ten per cent increase to blowers and gatherers.

THERMOS BOTTLES AND KINDRED GOODS.

Fifteen per cent increase to blowers; gatherers' wages $5 and $5.50 per day.

Electrodes and cups on page 70 and cylinders in this bracket to pay vacuum wages.

Sanitary cup holders, small sanitary cup holders, straight cup holders, test tubes, test tube neck blown on, pump bulb and syringe barrels, ten per cent increase.

LIME TUBING.

Gaffer, $8.45, marveller, $6.70, ball coverer, $6.35, gatherer, $5.50 per day. Settlement effective Aug. 12, and to remain in force until the first Monday in Sept., 1919.

MACHINE AND PRESSED WARE.

Fifteen per cent increase to the head of the list, effective Monday, Aug. 12, and to continue in effect until the first Monday in Sept., 1919.

The percentage of increase granted in the above lists shows a general range of from nineteen to twenty per cent.

ENGRAVING DEPARTMENT.

Ten per cent increase, to become effective first Monday in September and continue in force for one year.

PUNCH TUMBLERS AND STEMWARE.

Add the present footnote of twenty-five per cent to the head of the list, and apply fifteen per cent to the entire punch tumbler and stemware list, same to be added to the head of the list.

The foot presser on pressed stemware with blown bowl shall receive the same wages as the blower on the same shop. This applies to the Central and Moundsville methods only. Effective Monday August 12, and to remain in force until the first Monday in September, 1919.

CUTTING DEPARTMENT.

Strike out the present fifteen per cent in Rule 30 and insert twenty-six per cent, to become effective the first Monday in September and continue in effect until the first Monday in September, 1919.

ELECTRIC BULBS.

Minimum wage (American system)—Blower $4.10, gatherer $3.35; in all other brackets the increase shall

be to blower 70c per turn, and to gatherer 80c per turn.

Minimum wage for making bulbs by the foreign system—Blower $4.75, blocker $4.10, gatherer $3.25.

That the agreement prevailing at Central Falls, R. I., regulating the working of the Empire machine to produce bulbs, be printed in the list, but where $1.35 appears it shall be changed to $1.80, and where 22c appears it shall be changed to 32c and where 11c appears it shall be changed to 16c, and where 25c appears in the fifth paragraph it shall be changed to 35c, and where 12½c appears it shall be changed to 17½c, and that the bonus now being paid at Central Falls be discontinued.

That longer sized bulbs made on the Empire machine at Central Falls be listed by the workmen and management, and this agreement on the large bulbs applies only to the machine now in operation at Central Falls.

Four and a quarter hours shall constitute a turn when working the Empire machine.

That it be the sense of this Conference that the regulation of night work be referred to the various localities and managements making electric bulbs.

This settlement becomes effective the first Monday in July and continues in effect until the first Monday in September, 1919.

The following departments made settlements subject to the ratification of their membership:

SHADE AND GLOBE.

The minimum wage for gathering shall be $2.25 and then twenty per cent to be added to the wages of all shade and globe workers. This agreement if adopted carries with it the unlimited-turn work system, present rules to govern, and becomes effective the first Monday after its acceptance by the workers, and remains in effect until the first Monday in September for 1919.

PASTE MOLD DEPARTMENT.

Blower $4.40, blocker $3.75, gatherer $2.75, to be the minimum wages; on all other articles listed higher the blower and blocker shall receive twenty per cent increase and the gatherer thirty per cent. This settlement if ratified by the paste mold department carries with it the unlimited-turn work system, and does not become effective until you are notified by this office; if adopted it is in effect until the first Monday in September, 1919.

PRESSED WARE DEPARTMENT.

That the present list be figured on a net basis for calculating. That a fifteen per cent increase be granted to the presser on all items; the finisher to receive ninety per cent of the presser's rate, except where the finisher now receives a greater proportion of the presser's rate than this method of calculating will bring him. In such instances the same differential shall continue to exist as now prevails—gatherer to receive eighty per cent of the presser's rate.

That all pressed shades and reflectors, also electric shades, reflectors and ceiling bowls, shall be worked on an unlimited-turn work basis, but the five per cent withheld from this class of ware in 1910 shall be added to the wages (except where otherwise legislated for) and the hours to be 4¼ instead of 4½ hours for a turn.

On the ware made by the Libengood system a fifteen per cent increase shall be granted, this ware to be worked on an unlimited-turn work basis, 4¼ hours for a turn.

Settlement effective the first Monday after being ratified, and continue in force until first Monday in September, 1919.

All disputes were laid over to be disposed of at a later conference.

Iron mold department remains unsettled, the workers in this department demanding a fifty per cent increase.

In the mold making department the minimum wage was increased from $18 to $20 per week, apprentices to receive $9 per week for the first year. There was no settlement in this department so far as hours of work are concerned. The workers insist upon forty-eight hours for a week's work.

TRUCKING REGULATIONS.

THE basis of representation in the unit pier organizations, which will carry on the work of store door delivery, will be the five-ton truck. This was unanimously agreed on at the conference held this week at the Waldorf-Astoria between Interstate Commerce Commissioner Harlan and representatives of the trucking interests in Manhattan.

Registered trucks only will be allowed on the piers after the store door delivery plan is put into operation. These trucks will keep the docks free from congestion by immediate deliveries to consignees.

There are still many details to be worked out, such as changes in the railroad tariffs, rules for import traffic arriving in bond, the problem of the split carload, the laying out of street routes, and the various truckage charges.

HUNS FAILED TO SMASH IT.

A BRITISH gunner on leave from France relates that in the third great attack on Ypres he was one of a battery occupying some ground on the site of what had been houses before the first attempts by the Boche to break through to the coast at that point. They were all destroyed by shell fire at that time, and the ground had been churned up by heavy shell fire during the many attacks on this sector.

During a lull in the bombardment the gunner crawled out of the hole he had been sheltering in to inspect a spot near to him where a high explosive shell of large calibre had landed, making a tremendous hole in the rubbish. Right at the bottom he found an "Oriflamme" vase made by A. J. Wilkinson, Royal Staffordshire Pottery, Burslem. It was absolutely intact, not chipped nor cracked in any way whatever, though caked all over with Flanders mud. It was just as perfect as the day it was first placed in the beautiful chateau, now a heap of bricks and rubble. A curious coincidence lies in the fact that the name "Oriflamme" is derived from that of the ancient battle standard of France.

We understand that the manufacturers are making a limited number of reproductions of this vase in celebration of the incident.

Pointrs for Buyrs.

Where Live Merchandise May Be Obtained.

Tips to Dealers Looking for Ready Sellers.

THE announcement of Theodore Haviland & Co. on another page is a matter of much importance to the trade. Too many patterns have been made by all manufacturers, and their curtailment is good business, aside from the necessity of conserving labor and materials. While there may be some objection from a few, the majority of their customers will undoubtedly be glad that this leading house has resolved to put out fewer shapes and decorations. It is gratifying to learn that orders for such as they continue to make will be filled in from six to twelve weeks. This is accomplished by the concentration on them of the force hitherto employed on the discontinued patterns. By this method the output will be increased about twenty-five per cent.

The Lonaconing line of glassware, shown by Henry Witte, consists of blown stemware in great variety, plain, etched, and engraved—finger bowls, lemon dishes, comports, jam jars, water and lemonade sets—in short, all the usual pieces in a high grade line. The Toledo Star Cut Glass Co., whose line he also represents, shows some excellent things in copper engraved designs, and, of course, the usual light cuttings that accompany a general line of tableware. The shapes are good and the designs pretty. Both factories are in position to ship on demand.

The "Pershing" cut glass design recently brought out by the H. C. Fry Glass Co. is going strong. It does not rely upon its name, however, for popularity, for it possesses merits that would make it a success irrespective of any other feature. It is a novel combination of a mitre and floral cutting, arranged in a new way that attracts immediate attention, and among the new items recently received by C. H. Taylor, the concern's New York representative, is a clock in exact reproduction of a highly-favored French period style.

The E. W. Hammond Co. is showing a new line of long-stemmed glass flower vases from the Economy Tumbler Co. They are blown in three pieces—the foot, a ball, and the vase proper. They are trumpet-shaped and in three sizes—thirty, thirty-six, and forty-two inches. The metal is clear and white, and the shape is graceful, having just enough flare to properly hold and display American Beauty roses and other long-stemmed blossoms. The concern is also offering from the Knowles, Taylor & Knowles Co. a very attractive white porcelain toy dinner set of thirty-one pieces, put up in a cabinet, at a price that will net a good profit for the dealer.

The Pacific Importing Co. has in stock in New York, ready for immediate shipment, quite a large lot of Japanese china teacups, also half a dozen very desirable patterns of berry sets, consisting of a bowl and saucers, at extremely low prices, considering the times.

Recent additions to E. Torlotting's line of glassware specialties include a number of new stemware designs which are exclusive without being high-priced. The patterns are perfectly executed in every detail, most of them having the appearance of rock crystal. A centerpiece consisting of a deep-footed bowl and four vases cut to match is destined to prove a big seller.

C. H. Taylor has just received from S. A. Weller some striking vases, jardinieres, etc., in a cobalt blue body decorated with raised female figures in old ivory.

Geo. F. Bassett & Co. are carrying in stock a number of English earthenware open stock dinnerware patterns, and visiting buyers are invited to call and inspect them. All the subway, elevated and surface lines have stations within from three to seven minutes' walk from their stores, and the running time from the uptown hotel district is only twelve minutes.

Robt. Slimmon & Co., among the many varieties of English earthenware dinnerware patterns which they carry, make a specialty of underglaze prints. Goods of this class give excellent satisfaction, as the decorations retain their color as long as the ware lasts. They have many very pretty designs in all kinds of patterns, offering a wide range for selection.

DECORATORS STRIKE.

THREE hundred gilders, liners and tinters in the potteries of East Liverpool went on strike for an advance of twenty-five per cent Wednesday night, Aug. 14. The decal girls are not out, and President Harry Hancock, of the Decorators' Union, said they would not be called out unless the situation warranted it.

That the manufacturing potters do not propose to consider the demands of the decorators for an additional increase other than what was originally announced is shown by the statement of W. E. Wells, chairman of the Labor Committee of the United States Potters' Association :

"The Government some time ago insisted that decorated ware be eliminated—at least for the duration of the war," Mr. Wells stated. "The pottery manufacturers expressed their willingness to comply with the Government's wishes and make white ware our staple production. However, we were aware of the hardship this would invoke upon the employees of our decorating departments, and agreed to give them a substantial wage advance. Our offer was rejected by the American Association of China Decorators, an organization we have never recognized, and if its members see fit to abide by the decision of this association, let them do so. We were willing to give our decorators employment at the scale of wages we offered. It is inconsequential to us how long they may decide to remain idle."

THE CONDITION OF BUSINESS.

New York A careful canvass of the importing trade shows that, while a goodly number of buyers has been in town, orders for future delivery have not been large. Buyers say they have so many orders in already, and there is so much uncertainty as to delivery, that they do not feel warranted in adding to their obligations. They also say that prices of many kinds of goods have reached such a height that they fear they will not be able to sell them. Some are placing orders on condition that there will be prompt deliveries; otherwise they will refuse to accept them. What "prompt deliveries" means is a question for consideration. It may be that the sellers know of certain amounts of stock ready for shipment, and can promise them in reasonable time.

In spite of the difficulties in shipping, the Japanese importers seem to be getting merchandise, and they are helping out the shortage very materially.

Deliveries of domestic pottery in New York have been much better this week, and it is reported that some of the department stores have about as much stock as they care for just now.

The opposition to the billing of goods at prices prevailing at time of delivery is growing, and there is also some antagonism manifested at the high selling lists. Buyers think that the price of American porcelain has reached its limit, and that people will do without it rather than pay what the retailers must get to clear themselves.

Domestic glassware, too, has reached a point which dealers feel is as much as they can pay. Manufacturers are at their wits' end. Even supposing buyers are willing to pay the advanced prices, they will not get the benefit for weeks or months to come, as orders placed now at the new lists may not be delivered for a long time hence. Meanwhile they are paying increased rates for raw materials and labor.

Retail trade in and around New York is about normal for August. No one expects to sell much, outside of "special sales." Some business is done every day, of course; but the volume is not large, and difficulty is experienced in marketing high-priced goods. The prospects are bright, however, and next month is expected to bring a better demand in its train. The country trade, all over, continues excellent, but is rather "shifty." Points that a week ago reported good business this week show a slight falling-off, while other localities indicate an improvement.

Pittsburgh and Vicinity A slight improvement in the demand for glassware was noted during the past week. Lighting glass continues rather active, and not a few of these plants have enough orders on file to insure steady operation. Tumblers are in good demand, and soda fountain ware is also a good seller. In view of the sharp increase in wages granted workers, the trade fully expects an advance in selling lists.

East Liverpool and Vicinity The strike of the decorators has caused some orders to be held up for a little while, and there will consequently be delay in making shipments of this class of merchandise. Manufacturers are eliminating many items from their general list, the trend of opinion being to make only articles of general necessity.

AMERICAN PROPERTY IN GERMANY SEIZED.

ACCORDING to a report just published, about one hundred seizures of American property in Germany have been made. Including in the list are Marshall Field & Co., of Chicago, whose property in Chemnitz has been taken, and that of F. W. Woolworth in Fuerth.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers who have returned from the wage conference at Atlantic City do not try to conceal the fact that in their opinion "labor is running wild"—the demands of certain branches being for a flat increase of fifty per cent, "and nothing less." Many buyers have expressed the view that every line of merchandise has a limit which the retail trade will pay. The workers, by insisting upon wage increases, are only forcing the manufacturers to advance their selling lists, and this in turn may result in the trade buying only what it positively has to have. Whether this action will ultimately result in lessening the production, and thereby cause less labor to be employed, remains to be seen. That the manufacturers will be compelled to advance their selling lists is the general opinion among jobbers and department store buyers who have been closely watching the situation.

In addition to a general wage increase, the glass manufacturers are to-day paying more for raw materials than even two months ago, and on top of this a 20% increase on all inbound freight. Factory costs in many instances have increased over 100% within the past couple of years.

A conference of lighting glass manufacturers with Government officials was held in Washington, D. C., last Monday similar to that of the manufacturing potters three weeks ago, the purpose being to go over the items manufactured and to arrange for eliminations where possible. Table glass manufacturers are expecting a like call to Washington within a few weeks. Manufacturers of these lines hereabouts have already greatly reduced their lists, and many of the former "fancy" and "luxury" lines have been eliminated.

The records show that about a dozen or more members of the Western Glass and Pottery Association have overlooked paying the special assessment of $1 levied to pay the dues of those members who are now serving their country. The assessment is so small, and for such a worthy cause, that the board of directors hope that checks will be immediately forwarded. There is now over $200 in this special fund, and the Association has about ten members now in the service.

The annual meeting of the United States Glass Co. will be held here next Wednesday. It is the general opinion that the present board will be re-elected, and this means in turn the re-election of all present officers. The annual statement is now being prepared for stockholders, but is not likely to be issued before the meeting.

In lieu of making molds for new creations in glassware, many of the manufacturers are reviving old ones. Very little work is being done in mold shops other than keeping the present run of molds in working order. One large mold shop in this district has been closed down.

Demand for glass souvenir goods this season is the lightest the trade has ever experienced. It is admitted that the line is a strictly non-essential one. The decorators have been hard pressed to obtain these specialties, the manufacturers not being interested in souvenirs just at this time.

Rexell & Co., of Cocanada, South India, are making inquiry among glass manufacturers for kerosene lamps. Liberal stocks are wanted.

The domestic demand for lamps is fairly active for this season of the year. While jobbers have already engaged their stocks, mail inquiry at factories shows that the trade is still in the market for this line of merchandise.

Not a few glass salesmen are planning to give up their positions and seek other employment.

Swaney Hall, until recently sales manager for the L. E. Smith Glass Co., Mt. Pleasant, Pa., has been transferred from Camp Jackson, S. C., to Camp Pisgah Forest, N. C.

GRAND CENTRAL PALACE FOR HOSPITAL.

A TENTATIVE contract has been drawn up by the War Department and A. I. du Pont, representing the owners of the Grand Central Palace, by which it becomes available for war purposes. The plans of the Medical Department, if approved by the General Staff, will result in the structure becoming a general hospital with accommodations for nearly 4,000 men as they arrive in New York from overseas.

The hospital will be utilized as a receiving station for American wounded, and patients will be kept there until their injuries will permit their removal to army hospitals in the section of the country from which they originally entered the service.

Plans for remodeling the building call for the expenditure of $300,000. Mechanics will begin work within two weeks after the contract has been signed.

AT CHICAGO.

IN some respects the situation is much improved. The factories seem to have their labor problems a little better in hand, and agents can book an order with a reasonable chance that it will be filled. Where factories realize that they have no chance to fill orders they are informing their representatives that they must not take them. Traffic conditions are better, and jobbers here are having less trouble in making shipments to their customers. They are still short of goods, however, and in some lines are not able to get enough to keep up with current demands.

* *

Considering the season of the year, retail business is very good.

* *

E. E. Ault, salesman for Earl W. Newton, has returned from a trip to Indianapolis and surrounding territory.

* *

B. H. Palmer, who travels out of the Chicago office of the United States Glass Co., is now making a trip through his territory. Neil Bigham, lighting glassware salesman, is also working outside territory now.

* *

W. H. Theophile, assistant to John Jacklin, buyer for the china and glass department of Harris, Emery & Stone, Des Moines, Ia., was in the city a few days ago. He was formerly assistant to Pete Rinkin, at the Boston Store.

* *

Practically all the department stores here now have girl elevator operators, and in all other departments where girls can do the work of men they have been employed.

* *

A. M. Halton, buyer of china and glassware from Memphis, Tenn., visited some of the displays here this week, and then continued on his way Eastward.

* *

George Milligan has returned from a motor trip through Indiana and Ohio.

* *

J. E. Boring, Chicago representative of the Crooksville China Co., will leave soon on a trip to Cincinnati, Louisville and surrounding territory.

*

H. H. Phillips, sales manager for the Gas City, Ind., plant of the U. S. Glass Co., was in the city the other day.

* *

A. H. Colton, representative of the Madison (Wis.) Tea Co., was in the city this week looking over crockery and glass displays.

* *

F. P. Howard, of the French China Co., Los Angeles, spent several days in the city during the week and then continued Eastward to visit the potteries.

* *

E. A Hinrichs, Chicago representaive of the Onondago Pottery, has returned to the city after spending his vacation in the East.

* *

Lighting glassware salesmen report considerable improvement in the demand, due to replacement work. Little new building is in progress this summer. However, there is a wide disposition to tear out old-fashioned fixtures and replace them with the more modern types.

* *

W. T. Darden, of W. T. Darden & Co., is making a motor trip through Eastern territory.

* *

M. C. Shoup, of Regnier & Shoup, St. Joseph, Mo., spent a couple days in the city during the week.

SUGAR BOWLS BANNED.

THE Federal Board has put on its armor and started a crusade against the sugar bowl as a slacker in the hour of need and an enemy to those allied Powers which are working overtime to keep the world safe for democracy. It is officially charged that the ancient table ornament is not only gnawing at the vitals of the sugar supply, but is setting a bad example in the community.

"While the sugar bowl has been banished," says the Board, "from the table in dining cars, hotels and most of the large restaurants, there are still numerous public eating places in the city which have failed to follow this patriotic example. Continuance of this practice on the part of these places is not only harmful to the sugar conservation programme of the United States Food Administration, but is unfair to those places which

are co-operating with the Government by serving only a fixed quantity of sugar to each patron.

"Restaurants which still have sugar bowls on the table are intentionally or otherwise catering to those persons who turn a deaf ear to the Government appeal to reduce sugar consumption in order that there may be sufficient to carry us through to the next crop.

"The abolition of the open sugar bowl since the beginning of the sugar scarcity has resulted in a large saving of sugar and acted as an educational measure to the public as well. Reports which have reached the Board indicate that the retirement of the sugar bowl in public eating places is saving thousands of pounds of sugar weekly."

$1,000,000 PLANT IN PROSPECT.

A COMPANY has been organized at Zanesville, O., by J. B. Owens to manufacture hotel ware. Among others interested in the project are J. P. Carling, of Coshocton, formerly with the Pope-Gosser Co., and A. P. McPherson, formerly with the Knowles, Taylor & Knowles Co., East Liverpool. Although the China Products Co.—for that is its name—has been incorporated for only $300,000, it is the intention of the promoters to make of it a million-dollar concern. They say that they have secured a portion of the plant of the J. B. Owens Tile Co. and that pending the erection of another plant "somewhere" operations will be conducted in Zanesville.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	16	397	$166.73
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	37	397	253.68
Edward Boote	246	1219	1,331 04
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239.50
Strobel & Wilken Co			8,253.68
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	138	296	348 86
U. S. Glass Co.	81	1135	611.36
C. Dorflinger & Sons	22	178	136.02
K. I. Okajima		193	$ 48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	76	188.93
Ko Kozai		58	14.50
Theo. Haviland	55	198	178.44
L. Straus & Sons	871	2078	4,146.04
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	308	637	1,699.25
B. Illfelder & Co.	1	37	13 40
Empire China Works.	71	851	508.11
B. Strasburger	72	710	477.20
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	121	1711	931.38
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	59	390	344.52
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	230	6647	2,619.30
Geo. Borgfeldt & Co.	1518	2571	6,990 60
Wm. H. Plummer & Co.	39	224	219.25
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	65	180	316.70
Vogt & Dose	15	349	150.10
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	54	436	332.94
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165.50
Bryce Bros	73	286	376.67
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	95	250	458.70
Rich & Fisher	10	224	97.90
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	23	130	128.57
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	26	653	271.92
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16.00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

FOUNDED IN 1874.

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUGUST 22, 1918.

THE "free zone" scheme proposed by the du Pont interests, to which reference has been made in this column, has received a setback, inasmuch as the Government has taken over the Grand Central Palace for hospital purposes for the period of the war. It does not follow that the free zone idea is dead. It may only be shelved temporarily.

IT is reported that import orders have not been what they usually are in August, one reason given being that buyers have so many in yet unfilled, and as these are charged up against them their working capital is thereby curtailed. The remedy suggested in this column a few weeks ago may be re-stated: Instead of charging up to the department, as though they were paid for, the goods ordered, calculation should be made as to about how many months will elapse before the goods arrive, and the date of charging extended to within a few weeks of the expected delivery. This would leave a working capital for the time thus gained.

FOR many years we have advocated a reduction in the number of crockery patterns turned out. It took the war to bring about this desirable state of things. American potters lately announced a curtailment of shapes, sizes and patterns, and now one of the leading French producers has taken a like course. The manufacturers of glassware are also pursuing the same path—and very sensibly. More than a thousand sizes and shapes in tumblers, with variations sometimes as little as one-sixteenth of an inch in height or flare, are made now. Cocktails vary from one and a half to two and a half ounces, with great variations in shapes. If the country goes dry, as is more than likely, the sizes of the different kinds of bar ware will not matter much, but it is high time that water glasses were standardized.

BANNING THE SUGAR BOWL.

THE Federal Food Board's crusade against sugar bowls on the tables of hotels and restaurants will not prove as inimical to the interests of the American potter and glassmaker as would appear at first thought. They will bear up against it without a tremor. They can sell all the bowls they make to the Government, and then some more. Anyhow, the hotels and restaurants will shortly ban the bowls themselves, for the simple reason that they cannot get them. Besides, some of the cups and saucers, plates, tumblers and goblets ought to be banned. Every restaurant in the city is using wares that a little while ago would have been banished from the tables because of being nicked, chipped, cracked, or otherwise not fit to use. But it is not for these defects that the bowls are banned. Their presence on public tables tempts the guests to use more of the sweetening than they ought. One proprietor of a chain of lunch rooms feeding approximately 2,500 persons a day claims that he has saved 1,250 pounds a month since he dispensed with the open sugar bowl.

PERSONAL.

ONCE upon a time a man made a deposit in a savings bank as a trust fund, and years afterwards wanted to draw it out. When he signed the withdrawal slip he forgot that between then and the time of the deposit he had changed his mode of signature. He had a lot of trouble, but was finally paid, the cashier saying, as he handed over the money, "A man's nose and his signature should never be altered." He might have added: "A man should never change the style of his whiskers." An old-time friend of W. S. Harris, who, as many in the trade will remember, was connected with this paper for many years, and who is now in the Customs service, was unable to recognize the one-time scribe because he had grown a beard. Although changed in appearance, his sense of humor is as keen as ever. "Did the Kaiser take the pots out of Potsdam, or did he dam the pots up so that they couldn't get out?" he asked.

Lack of one's customary hirsute adornment is equally effective as a disguise. Harry R. Churchill, formerly of Endemann & Churchill, dropped into our

office one day last week, and for a moment was not recognized, having shaved off his moustache. Mr. Churchill, by the way, retired from business four years ago, and lives in upper New York, although at the present moment he is sojourning at Spring Lake, N. J.

Major W. D. Finke was in New York on a military mission three days last week, having come to inspect the barracks which have been erected on the new Court House site near the City Hall. He had so little time to spare that he could not visit any of his old friends in the trade.

Wm. C. Lynch, with Taylor, Smith & Taylor, East Liverpool, is at the McAlpin for a short stay.

F. Kauders, buyer for Leopold Adler, Savannah, Ga., is in New York, and will remain until August 31. He can be reached at 1150 Broadway.

John J. Miller, of Maddock & Miller, left on Saturday for an automobile trip to Morgantown, W. Va. His son, Donald, who is a second lieutenant in the Quartermaster's Department, is stationed in that city and is in charge of all the supplies for the camp. After a week spent with the boy Mr. Miller will go to Eaglesmere, Pa., for two weeks.

George H. Wheelock, of Peoria, Ill., who is making his regular summer trip here, is registered at the Biltmore.

Arthur G. Lenz, who grew up with Herman C. Kupper and was covering the Eastern territory for him prior to enlistment in the automobile corps two months ago, has already won a corporal's stripes, having shown the same ability in military matters that he evidenced as a salesman. He came down to New York from Buffalo, where he is stationed, on Monday, prior to an anticipated journey overseas.

Arthur E. Soules, of Salinger & Soules, is home from a trip to Japan. He has been away since April.

L. S. Owen, secretary of the Crockery Board of Trade, is vacationing with his family at Dorset, Vt., for a few weeks.

Fred. C. Brey, with B. F. Drakenfeld & Co., left on Saturday for a two weeks' stay at Quaker Ridge, N. J.

Harry Van Iderstine, formerly of Fondeville & Van Iderstine, was visiting friends in the trade on Friday last. He is not in active business, but has some real estate of his own and in trust which occupies his attention.

James P. Gordon opened his display at the McAlpin for the Jones, McDuffee & Stratton Co., Boston, with a fine array of goods.

F. A. Hecker, of A. J. Fondeville & Co., is at Ocean Grove for a two weeks' vacation.

Charles Sebring, of the Sebring (O.) Pottery Co., was in New York last week conferring with E. W. Hammond, who represents the company in this city.

J. W. Wilson, of W. B. Wilson & Co., Cape Charles, Va., is in New York, buying. He is registered at the Collingwood, and will be in town till the end of this week.

John Cribbin, formerly with Major W. D. Finke and now with Henry Witte, enlisted in the navy on Thursday of last week. He is liable to be called for service at any moment.

Chas. F. Patten, formerly with Bawo & Dotter, but later with Koscherak Bros., has engaged with E. B. Dickinson, Inc., as a traveler.

C. H. Blumenauer, president of the Jefferson Glass Co., was in consultation with the Fuel Commission in Washington this week and ran up to New York for a day's visit with Fred Skelton, New York representative of the company.

J. E. Marsden, of the Liberty Glass Works, Egg Harbor City, N. J., was in New York for two or three days this week conferring with C. A. Weidemann, Jr., the concern's local representative. Mr. Marsden says that conditions are as they have been for the last few weeks, but that the prospects are improving.

R. E. Evans, of the office force of W. H. Gibbs & Co., Stroudsburg, Pa., was in New York this week, calling on Henry Witte. It was the first time he had seen the New York wareroom, and he was very favorably impressed.

Frank R. Martin, of Detroit, arrived in New York Monday by automobile according to schedule. His visit here will be short as he expects to leave for home Friday.

Wm. J. Hague, with Geo. F. Bassett & Co., feels that Sparta, N. J., would be disappointed if he did not spend his summer vacation there. He has no fish or

dog stories to tell this time. He went up for a rest, and got it, for he says there is little to do there except view the beauties of nature, eat and sleep. He came home last Monday looking fine.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of May, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated	$ 10,360	$ 14,344
decorated	292,793	299,063
From France	30,820	68,583
Germany	.....	.....
United Kingdom	50,947	36,565
Japan	193,967	179,175
Other countries	17,059	14,740
Earthenware, not decorated	42,368	52,965
decorated	183,499	207,119
All other	42,173	30,599
Total	571,193	604,090

FOR ELEVEN MONTHS ENDING MAY.

	1916	1917	1918
China, not dec.	$ 329,249	$ 160,439	$ 148,601
decorated	3,219,517	2,826,506	3,225,440
France	794,943	748,043	583,786
Germany	822,197	15,597	.....
United Kingdom	430,148	523,707	548,138
Japan	961,324	1,399,796	1,911,955
Other countries	210,905	139,363	181,561
Earthenware, not dec.	288,151	356,920	532,639
dec	1,212,775	1,697,937	2,048,469
All other	196,663	273,797	273,402
Total	5,246,355	5,315,599	6,228,551

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls	$ 13,933	$ 134,638
All other toys	117,507	189,474
Total	131,440	324,112

FOR ELEVEN MONTHS ENDING MAY.

	1916	1917	1918
Dolls & parts.	$ 661,082	$ 88,132	$447,167
All other toys	2,403,089	1,186,738	1,433,234
Total.	3,064,171	1,274,870	1,880,401

GLASSWARE.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1917	1918	1916	1917	1918
$41,903	$56,540	$524,178	$379,932	$569,247

CHINA CLAY.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1917	1918	1916	1917	1918
$116,071	$133,918	$1,134,439	$1,019,819	$1,214,057

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1917	1918	1916	1917	1918
$1,926	....	$4,561	$30,259	$ 4,398

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1917	1918	1916	1917	1918
$890	$4,736	$210,584	$155,053	$58,986

THE BUYER'S ATTITUDE.

WHOLESALE salesmanship is always selling goods for resale at a profit. It matters not how many of an article are sold, what it is, the variety or price; if the goods are sold for resale at a profit it is a wholesale sale.

Now consider the buyer's attitude toward the salesman. The buyer makes his living by buying goods to sell again. His value to his business is his ability to buy goods that will sell quickly at a good profit. He is, therefore, always on the lookout for goods which meet these requirements, and that means that he is, as a general rule, receptive to the salesman's offer, says Harold Whitehead in the "Evening Sun." On the other hand, he has such a steady, continual procession of salesmen coming to him that he can't give them all the time they want. Many, he knows, have goods of little value to him; others waste his time over trifles; altogether he is continually being urged to buy.

That tends to make him cautious—he is on his guard all the time, except with the salesman whose goods he knows are reliable and whom he personally likes. The combination of these two feelings makes him willing to listen to a new proposition, but quick to turn down the salesman unless he shows promptly that his goods are of use to the buyer.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

One of the most important meetings of the United States Potters' Association in years was that held August 16, when the manufacturers gave consideration to the elimination of items from their list that could not be classed as essential. It has been the policy of many for some months past to reduce their making lists. In one or two instances manufacturers have trimmed their lists until only a dozen or so items are now being made. It will be remembered that Washington officials were recently told that many items formerly made are no longer to be had.

* *

Some pottery manufacturers having complained to local Fuel Adminstrator H. B. Barth of their inability to obtain coal, owing to an order issued by R. W. Gardner, the Pittsburgh Fuel Administrator, giving priority shipments to lake ports, it was made known here that an excellent grade of gas and steam coal could be obtained in quantity if it would be accepted in box cars instead of open tops and hopper bottoms.

* *

Among buyers visiting the district recently were Peter Rinkin, with the Boston Store, Chicago; W. P, Briggs, with Sibley, Lindsay & Curr, Rochester, N. Y., Mr. Reitz, with C. E. Wheelock Co., Peoria, Ill.; A. H. Neptune, Marietta, O.; Mr. Judith, with Rosenheim & Co., Louisville, Ky.; Mr. Moorehouse, with the May Co., Cleveland, O.

* *

Jack Carling, late of the Pope-Gosser China Co., Coshocton, O., has became affiliated with J. B. Owens, at Zanesville, O.

* *

Thomas A. Neely, with the Strauss, Hirshberg Co., Youngstown, O., with his family, is spending his summer holiday at Asbury Park, N. J., as is his custom.

* *

The two most interesting pottery deals recorded hereabouts this year have been the transfer of the plant of the Clay Casting Co., New Cumberland, W. Va., to Wheeling interests, and the purchase of the plant of the Salem China Co. by Frank A. Sebring, of the Sebring Pottery Co. The new owners of these plants each announce that they will build tunnel kilns. The former will be devoted to the manufacturing of hotel ware, while the usual general lines will be continued at the Salem plant.

* *

Cecil E. Taylor, of Taylor, Smith & Taylor, has been spending a few days at the home office.

* *

Buyers who have been here say that although they would like early delivery they are content to receive goods at any time—in other words, are glad to take what they can get and when they can get them.

* *

President Josiah T. Smith, of the Smith-Phillips China Co., is spending his summer holiday by taking an extensive motor trip.

* *

Harry A. McNicol, who through the death of his mother a few days ago becomes president of the Potters' Co-Operative Co., is the youngest head of a pottery concern in the country. He is very popular among the trade.

* *

Government requirements continue to be on an active scale, the enlargement of some camps causing orders for these points to be augmented. Additional specifications are being received almost daily.

* *

A slight increase in the production of many of the clay shops has been recorded, coincident with the advent of cooler weaather.

* *

After many years of effort, final conferences were held here late last week between officials of the Pennsylvania Railroad and the Youngstown & Ohio Railroad Co. looking to the construction of a switch from the latter road to connect with the Pennsylvania at a point near the Potters' Co-Operative Co.'s plant. This will prove a great help to buyers, as carlots can then be loaded at different plants and shipped over the Y. & O.

from any having Pennsylvania sidings. Pottery manufacturers have fought long and hard for this rail connection, which was accomplished through the joint efforts of the manufacturers and the local Chamber of Commerce.

* *

The trade deeply sympathises with William R. Malkin, assistant manager of the East Liverpool office of Drakenfeld & Co., in the loss of his wife, who died at her home in Wheeling, W. Va., after an illness of several months.

GLASS BURIAL CASKETS IMPRACTICABLE.

THERE is no report of a single adult size glass casket in existence, and experts are of the opinion that it is utterly impracticable to ship and market them, if they could be made, because of their tremendous weight, says "The Casket," an authority on all matters pertaining to the undertaking business. Stock salesmen for the glass casket companies use an infant's size for demonstration—a casket about twenty-four inches long, made of glass one-half inch thick. Computing from this size, which weighs seventy-one pounds, it is estimated that an adult size glass casket would weigh—if made of one-half inch glass also—between 500 and 900 pounds; but no one has yet demonstrated the fact that an adult size casket can be made of one-half inch glass. It is believed that the glass would have to be much thicker, and that this would bring the weight up to something between 1,000 and 1,200 pounds, which, plus the weight of the body, would make boxing and shipment more than difficult, storage by the undertaker a vexatious problem delivery by wagon a feat for athletes, and lowering into the grave a job for a derrick.

Stock salesmen exhibit the infant's size proudly as an evidence that the glass casket is entirely feasible; but it is evidence only that the infant's size is feasible. They also exhibit photographs of the glass factory where, they say, the caskets are made. These photographs are bona-fide reproductions of actual glass factories; but the signs of activity evident in the photographs indicate only that these edifices are turning out pickle dishes and lamps chimney and test tubes—not glass caskets.

The stock is offered more frequently to funeral directors than to the public in general, and the method of selling in the former cases is unusual. The leading undertaker in the community is approached by one of the stock salesmen with an offer to make the undertaker the agent for glass caskets in that district if he will buy a certain amount of stock. In order to get a corner on the glass caskets the undertaker frequently subscribes to some of the stock, and then enters upon a long and—so far—unending wait for the delivery of the goods. If he complains at the delay he is assured by the glass casket company that they are as yet unable to get the proper molds for the adult sizes, but that as soon as these molds are received the caskets will be manufactured and delivered promptly.

H. C. Fry, president of the H. C. Fry Glass Co., Rochester, Pa., says: "I have been familiar with various experiments and efforts to make articles for this use, and in every case they have been a failure. The weight is entirely too great for the purpose, and there is a great difficulty in getting the proper distribution of glass. I am safe in saying that except in very small sizes the thing is impracticable."

For the man who likes to bury his money this proposition seems to offer unusually good opportunities; but from the viewpoint of the small investor it can only be considered a more than usually brittle speculation. Surely in these days of Liberty bonds and thrift stamps there is no need for anyone to lower his savings with a glass casket into what may prove a bottomless grave.

THE TRADE'S GOLFERS.

THE regular monthly golf game of the Salesmen's Association was played on the links of the Forest Hill (N. J.) Field Club, Thursday, August 15, J. F. O'Gorman being the host. It was a perfect summer day, and the game averaged up well with previous ones. C. A. Dodson won with a score of 166, Louis S. Hinman failing to gain the coveted place by only one point. "Joe" makes a good host, and saw that everybody was happy. Following is the score:

MORNING ROUND.

Class		out	in	gross	hdcp	net
A	Grimmel, F. W.	73	60	133	0	133
B	Smallwood, T.	64	50	114	17	97
B	Hamilton, G	59	51	110	17	93
B	Owens, H. T.	63	48	111	15	96
A	Pitcairn, W. S.	45	41	86	2	84
A	Hinman, L. S.	53	42	95	12	83
B	Gray, H. C.	71	63	134	13	121
B	Jones. T. G.	64	57	121	25	96
B	Clarke, Ira M.	54	53	107	0	107
A	Dodson, C. A.	50	42	92	14	78
B	O'Gorman, J. F.	69	58	127	35	92

AFTERNOON ROUND.

Class		out	in	gross	hdcp	net	Total
A	Grimmel, F. W.	76	53	129	0	129	**263**
B	Smallwood, T.	72	48	120	17	103	**200**
B	Hamilton, G.	56	48	104	17	87	**180**
B	Owens, H. T.	57	51	108	15	93	**189**
A	Pitcairn, W. S	48	42	90	2	88	**172**
A	Hinman, L. S.	51	45	96	12	84	**167**
B	Gray, H. C.	64	55	119	13	106	**227**
B	Jones, T. G.	62	51	113	25	88	**184**
A	Clarke, Ira M.	56	48	104	0	104	**211**
A	Dodson, C. A.	55	47	102	14	88	**166**
B	O'Gorman, J. F.	61	58	119	35	84	**176**

THE

Homer Laughlin China Co.

East Liverpool, Ohio. Newell, W. Va.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

R E Evans, hf, c, J N Adam & Co, Buffalo. 2 West 37th

C W Sproules, hf, J Shillito Co, Cincinnati. 432 Fourth ave.

C M Billings, t, Eastman Bros & Bancroft, Portland, Me. 404 Fourth ave.

W L Brenn, hf, t, G M McKelvey & Co, Youngstown, O. 1270 B'way.

H A Koll, hf, A Hamburger & Co, Los Angeles. 225 Fifth ave.

G L Hooley, hf, c, Wm Hengerer Co, Buffalo. 2 West 37th.

K K Denniston, hf, t, g, c, J D Purcell Co, Lexington, Ky. 1239 B'way.

H T Siemon, hf, Herpolsheimer Co, Grand Rapids. 1170 B'way.

R M Buchanan, c, g, National Importing and Mfg Co, Indianapolis. Hotel Imperial.

F Kohnfelder, hf, Kaufman & Baer Co, Pittsburgh. 404 Fourth ave.

F J Culbertson, c, g, New Haven, Conn. Broztell.

Miss K Judge, Morehouse, Martens Co, Columbus, O. Holland.

S Gerstman, t, c, G Blass Co, Little Rock, Ark. 1150 Broadway.

C E Fisher, s, L S Donaldson Co, Minneapolis. 230 Fifth ave.

F J Knadler, hf, c, g, Root D G Co, Terre Haute. 23 East 26th.

A F Brockman, hf, The Fair, Chicago. 225 Fourth ave.

E Hanson, t, Montgomery, Ward & Co, Chicago. 309 Sixth ave.

J H Cody, hf, North Adams, Mass. Wallick.

R M Dean, t, R H White Co, Boston. 470 Fourth ave.

P C Schaeffer, hf, c, s, Adam, Meldrum & Anderson, Co, Buffalo. 230 Fifth ave.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced price man and assistant buyer, with salesmanager knowledge, for large, old-established Texas jobbing firm, handling crockery, glassware, enamelware and general housefurnishings. Must have wholesale and retail experience. We travel six men on road and operate two retail stores, doing large business. Excellent future to competent man. Will advance transportation. Write full details and salary expected. Address A 179, this office.

FOR SALE.

GLASS PLANT FOR SALE.—Dunkirk Glass Co.'s plant for sale, consisting of over two acres of ground with one 12-pot furnace in two-story building 150 x 80; also 8-pot furnace in building 80 x 60; also a two-story cement block building 40 x 80. Terms to suit. Switch on property connecting with five railroads. Immediate possession. Address LAKE SHORE SEED Co., Dunkirk, N. Y.

HOTEL TUMBLERS.

COLONIAL TUMBLERS.

THIRD PINT TUMBLERS.

WRITE OR WIRE FOR QUOTATION.

QUICK DELIVERIES ASSURED.

John W. Trenck & Son,

INDIANAPOLIS, IND.

Decoration No. 4584.

"IDEAL" SHAPE.

Dainty Borders on Ideal Shape,

Plain.

Pretty Sprays on Ohio Shape,

Fancy.

D. E. McNicol Pottery Co.

EAST LIVERPOOL, O.

CROCKERY and GLASS JOURNAL

NEW YORK, AUGUST 29, 1918.

POTTERY ITEMS THAT MAY BE MADE.

AT a special meeting of the United States Potters' Association held in East Liverpool August 16 it was agreed that in accordance with the request of the War Industries Board the production of the semi-porcelain factories of the Association for the duration of the war be restricted to the following list of articles, and that no additional items be considered for manufacture except upon request of the Government, and that no new molds of any eliminated items may be made after that date.

It was also agreed that no firm be permitted to add any decalcomania patterns to its present lines for the duration of the war, and that no such patterns be placed on the market, even in cases where the decalcomania has been purchased and in stock. Individual exceptions may be made only upon application to and approval by the War Service Committee.

The complete list of restricted articles is as follows:

HOTEL—DOUBLE-THICK.

Bakers, 2 in., 2½ in., 3 in. and 8 in.
Bakers, 9 in. or 10 in., but not both.
Bowls, oyster, footed 30s, 36s and 42s.
Bowls, oyster, unfooted 30s.
Bowls, oyster, unfooted 36s.
Butters, fast drainer.
Butters, individual, 2½ in.
Coffee cups and saucers, handled and unhandled, Saxon and Ovide.
A. D. coffee cups and saucers, handled and unhandled, one shape only.
Coffee mugs, one shape and weight only.
Coffee cups, Tulip.
Individual creams, 3 styles, handled and unhandled.
Dishes, 3 in., 4 in , 7 in., 8 in., 9 in.
Dish, 12 in.
Fruit, 4 in.
Jug, Hall Boy 24s and 30s.
Mustards, unhandled.
Ice tubs.
Plates, P. E. 4 in., 5 in., 6 in., 8 in.
Plates, P. E. 7 in.
Plates, deep, 7 in., P. E.
Sugars, round, 30s.
Sugars, box, 30s.
Tea cups and saucers, Saxon and Ovide, handled and unhandled.

(In most cases the same saucer may be used for tea and coffee cups.)

HOTEL—ONE-HALF THICK.

Bakers, 2½ in. and 3 in.
Butter, individual.
Buckwheat, covered.
Bouillon cup, Ovide.
Coffee cup and saucer—handled and unhandled—Ovide and Saxon.
A. D. coffee cup and saucer—handled and unhandled—one shape only.
Custard, unhandled or egg cup.
Dishes, 4 in., 7 in., 8 in., 10 in.
Dish, 12 in.
Dishes, square 8 in., 10 in., and 12 in.
Egg cup—single and small.
Fruit, 4 in.
Ice cream, 4 in.
Jug, Rocaille, 48s.
Jug, Rocaille, 4s and 36s.
Oatmeal, 36s.
Plates, 4 in., 5 in., 6 in., 7 in.
Plates, 8 in.
Plate, 7 in. deep.
Coupe, 7 in.
Nappies, 6 in. and 8 in.
Nappies, 7 in.

Pickle, shell and plain.
Sugar, round restaurant, 36s.
Tea cups and saucers—Saxon and Ovide—handled and unhandled.

CABLE SHAPE.

Bakers, 6 in., 7 in., 8 in., 10 in., Cable or half thick, but not both.
Bowls, St. D., 30s and 36s.
Bowls, oyster, 30s and 36s.
Bowls, mixing, 4s or 6s, but not both.
Bowls, mixing, 9s, 18s, 24s, 36s, 42s.
Coffee cups and saucers, handled and unhandled, St. D.
Dishes, 8 in., 10 in., 12 in.
Dishes, 9 in., 11 in., 14 in.
Egg cups, double.
Fruits, 4 in.
Jugs, 6s, Cable or Rocaille, but not both.
Jugs, 12s, 24s.
Jugs, 36s, 42s.
Mugs, 30s.
Nappies, fluted or scalloped, but not both, 5 in., 6 in., 7 in., 8 in., 9 in., 10.
Plates, 4 in., 5 in., 6 in., 7 in., 8 in.
Plates, deep, 6 in. and 7 in.
Pap boats or sick feeders, but not both.
Salads, 9 in.
Sauce boats.
Tea cups and saucers, St. D., handled and unhandled.

PLAIN OR FANCY DINNERWARE.

Following items may be made in all necessary running dinnerware shapes, but in every possible case entire shapes are to be eliminated, and no new shapes introduced for the duration of the war:

Bakers, 6 in., 7 in., and 8 in.
Bowls, 36s and 30s.
Bouillon cup, one shape only.
Butter, individual.
Butter, covered.
Cakes, one shape only.
Celeries, one shape only.
Casserole, 7 in.
Covered dish, 7 in.
Coffee cup and saucer.
Cream, regular and individual.
Egg cup, Boston.
Dishes, 6 in., 7 in., 8 in., 10 in., 12 in., 14 in.
Fruit, 4 in.
Jugs, 24s and 42s.
Nappies, 6 in., 7 in. and 8 in.
Oatmeal, 36s or 30s, but not both.
Oyster tureen.
Pickle.
Plates, 4 in., 5 in., 6 in , 7 in., 8 in.
Plates, deep, 7 in.
Coupes, 7 in. or 6 in., but not both.
Sauce boat.
Sauce boat, fast stand.
Sugar, 30s and individual.
Tea cups and saucers.
A. D. coffee cup and saucer.

(If the Ovide coffee and tea are not running in a regular dinner shape they may be made as special items, but not more than one size of each tea and coffee.)

TOILET WARE.

Two complete 12-piece toilet shapes.

In addition to the above, the following special items may be made:

Bed pans, one size only.
Open and covered chambers, 9s, Cable.
Ewers and basins, 9s, Cable or Hotel, but not both.
Ewers and basins, 9s, fancy, one shape only.
Spittoons, two shapes only.
Combinets, one shape only.
Cuspidores, 3s.
Soap slabs, one shape only.
Urinals, male.
Urinals, female.
Soda mugs, handled and unhandled, one shape only.

INDIVIDUAL EXCEPTIONS.

Taylor, Smith & Taylor Co.—Hospital trays; compartment plates, one size only.
International Pottery Co.—Soda fountain jars, hospital bed pans.
Sebring Potteries—Grape fruits.
Colonial Co.—Hotel fruit, 5 in.

THE CONDITION OF BUSINESS.

New York

Trade with importers for the month has been rather disappointing. For many years the big wholesalers have been in the habit of coming to New York in August to place their import orders, particularly for English ware. This year only a very few made their appearance, and those who did come were not buying in large quantities. If they deferred their purchases in the hope of better prices they will not gain anything by it. And they may not lose, either; for, no matter what figures are quoted at time of purchase, there is always the proviso that invoices will be made on the basis of "prices prevailing at date of shipment." Buyers may as well get that fixed in their minds. Not only for imported goods, but domestics as well. It is the rule now in all kinds of trade all over the country.

The latest advance on English ware, announced in New York last Friday, was received grimly and with little or no comment. It is a pretty big increase, coming on top of all the other raises. But if people want English goods they must pay for them.

The last raise on domestic ware has not seemed to affect buying very much (the figure for American goods is now about seventy-five per cent above normal). While people may not buy as much as they would in ordinary times, or buy the higher-grade goods, they must have some kind of dinner or tea ware on their tables. They can dispense with ornamental goods, but not the utilitarian.

Advances averaging from twenty to twenty-five per cent were announced last week by all the glassware manufacturers. What effect this will have on buying remains to be seen. Like crockery, glass will have to be used, no matter what the price. The people of this

country have not yet come to such a pass that they will consent to drink out of tin or enamel ware cups. But there is a limit to what people will pay, and when an article reaches a point above the buyer's means he looks around for a substitute. If he can't buy thin blown ware he will content himself with common pressed goods. He is now paying prices deemed impossible four years ago. Third-pint tumblers were sold in this market before the war at nine cents a dozen. To-day they are thirty-five cents—four times the price.

Retail trade in and around New York is normal—that is, dull. A healthy optimism, however, prevails, and there is a feeling that when people get through vacations and the schools open a demand for crockery and glass will surely come. Business for the week in the rural districts shows a little falling off. In New England trade is quiet. In the Middle West there has been quite an improvement. The South shows a fairly good trade, but there has not been quite the same snap that characterized it early in the season. Reports from the Pacific coast are conflicting, but on the whole there is a fair amount of trading in that section.

East Liverpool and Vicinity

New business continues to be received by all plants, and with improved transportation facilities made-up stocks are being forwarded with more promptness. Novelties and specialties have been practically eliminated from all future business, the manufacturers having agreed to confine production to essential items.

Pittsburgh and Vicinity

Orders for the general lines of glassware during the past ten days have not been heavy. Tumblers continue to be about the best-moving item. Specifications awarded by the Government included a lot of chemical glassware. Premium propositions are admitted to be a dead issue. Containers are in fair demand from special sources.

BASEBALL AT STOKE-ON-TRENT.

ON Saturday, July 29, a game of baseball was played at the Staffordshire County Cricket Grounds, Stoke-on-Trent, England, between American and Canadian teams, which resulted in a score of seven to six in favor of the boys from the United States.

After the game the mayor of the town introduced the members of both teams to Mrs. Harry Grindley, Mrs. E. J. Johnson and Mrs. A. Johnson, all wives of potters who are well known in this country, and all formerly American girls. Mrs. E. J. Johnson presented the American nine with souvenirs of Minton china, and Mrs. A. Johnson conferred similar gifts on the Canadians.

The contest was witnessed by a great crowd, including a lot of society notables who had never seen baseball played. Reports of the game published in the local papers were very much condensed, and not at all in the style the New York papers adopt. But they managed to get the scores correct.

TRADE FAIR PLANNED BY DU PONT.

WITH an official announcement that the Grand Central Palace will be taken over October 1 by the Government to be used as a hospital, Alfred I. du Pont made it known last week that the Allied Industries Corporation, of which he is the head, is planning to use the building after the war as the headquarters of the "Commercial Union of Nations." He said a big industrial exhibit will be opened in 1920, to which 1,000 buyers from foreign lands will be invited. The trade thus stimulated is expected to put to use the vast merchant marine now being built for this country.

Mr. du Pont said the plans were being prepared in the belief that the war will be over by 1920. "We are going ahead on the assumption," he continued, "that the United States will not enter into any commercial boycott of Germany, but that at the end of the war we will do business with her as before.

"New York is very definitely the gateway through which American goods must go out to the markets of Europe and South America, just as it is the gateway through which the products of these countries must largely enter the United States. It is not that we wish to narrow the gateway, but rather to broaden it, very definitely locating its place; and in the future we hope to bring together the buyers of all the world under one roof in this city in order to facilitate the exchange of commodities and the interchange of ideas. Our expositions of domestic and foreign goods will become, like the Leipsic Fair, events of world-wide importance, and should attract an increased number of buyers.

"Further to develop our plan, it is proposed to centralize here so far as possible the entire flow of foreign trade. The Grand Central Palace will become the home of a commercial union of nations, a formal association as definite as the League to Enforce Peace, the object of which will be to foster reciprocal international trade relations, the establishment of international customs tariffs, standardization of merchandise, promotion of international legislation affecting trade relations and of international goodwill and co-operation. It will investigate international market requirements and international natural resources. In other words, the commercial union of nations will become the connecting link between the already-organized trade associations of the entire world.

"In conjunction with this will be operated the Allied Club, an international club affording all the usual and some unusual club privileges to its members, who will be foreign and domestic importers and exporters, brokers, bankers, lawyers, shipping men and commercial agents. Membership will include all of the proposed branches at London, Paris, Milan, Brussels, Lisbon, Shanghai and Tokio.

"The fair will be opened and will operate for the first two years in New York, and thereafter every third year, alternating with London and Paris. This will occupy seven of the twelve floors of the Palace for a period of three months, showing the products of representative international industries and bringing together the world's leading manufacturers and buyers, regardless of whether or not they are associated with the Allied Industries Corporation."

OUR TRADE WITH CHINA.

RECENT consular reports show that our pottery trade with China is not very formidable and that that country is in nowise a competitor with Japan. Very little tableware comes in, most of the imports being ornamental goods. The total exports of pottery in 1916 were $2,384,133. Of this only $75,434 worth came to the United States. The exports for 1917 were $2,504,-879, of which $137,510 came to this country.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	16	397	$166.73
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	38	409	260.87
Edward Boote	267	1302	1,439.78
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239.50
Strobel & Wilken Co			8,353.82
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	61	1863	770.75
Leo Schlesinger Co.			1,513 50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52 35
J. H. Venon, Inc.	138	296	648 86
U. S. Glass Co.	84	1191	648.00
C. Dorflinger & Sons	22	178	136.02
K. I. Okajima		193	$ 48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	97	194.18
Ko Kozai		58	14.50
Theo. Haviland	55	203	179.69
L. Straus & Sons	891	2161	4,250.59
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	317	687	1,756 75
B. Illfelder & Co.	1	37	13 40
Empire China Works.	71	851	508.11
B. Strasburger	72	720	479.70
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	129	1851	999 90
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	59	390	344.52
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	256	6942	2,801.99
Geo. Borgfeldt & Co.	1530	3016	7,152 13
Wm. H. Plummer & Co.	39	224	219.25
John Simmons & Co.	27	288	184.05
E. I. Horsman Co'	45	243	247.50
Wm. Dougherty.	65	180	316.70
Vogt & Dose	15	349	150.10
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	54	436	332.94
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165 50
Bryce Bros	73	286	376.67
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	95	250	458.70
Rich & Fisher	10	224	97.90
Paul A. Straub & Co.		173	43.25
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	27	141	148.08
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	5	100	45.85
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	30	763	316.18
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16.00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

"The wages of glassworkers from June 1, 1917, to May 31, 1918, were 63 per cent greater than those received during the fiscal year from June 1, 1914, to May 31, 1915," says the head of the glassworkers' union. Since then heavy advances have been allowed—in some instances workers' wages have been increased nearly 100 per cent. Is it any wonder selling lists have had to be raised?

The keynote of the War Industries Board, so far as certain lines of glass are concerned, is to "standardize." When the lighting glass men were summoned to Washington recently they were told they would have to follow the same lines laid down for other glass manufacturers, and the standardization of certain lines of lighting glass is now being worked out. The Government is deeply concerned in the housing problem, and when it wants lighting fixtures will have a standard list to draw from In all centers where the Government is active industrially new homes are to be built, and all interior parts are to be standardized.

Orders for the general lines of glassware are slow; but such a condition is always expected through the month of August.

Capt. J. C. Curran, of the British Army, spoke to the employes of the Hazel-Atlas Glass Co., at Wheeling, W. Va., this week in the interest of the Emergency Fleet Corporation.

The Liberty Glass Co. is the name of a new $75,000 glass corporation formed at Sapulpa, Okla., by L. H. McClung.

At a meeting in Wheeling, W. Va., of Ohio Valley manufacturers, held for the purpose of placing the different industries on a war basis, among others attending were W. A. B. Dalzell and C. B. Roe, of the Fostoria Glass Co., Moundsville, W. Va.; C. M. Rodefer and C. R. Harmon, Rodefer Glass Co., Bellaire, O.; W. B. Gundling, North Wheeling Bottle Co.; Harry A. Schmulbach, Jefferson Glass Co., Follansbee; W. Va.; George W. Cochran, Ohio Valley Clay Pot Co., Steubenville, O.; Edward J. Schaub, Central Glass Works, Wheeling; John Binswanger, Gill Bros. Glass Co., Steubenville, O.; C. E. Jackson, Warwick China Co., Wheeling; J. B. Quimby, American Stamping and Enameling Co., Massillon and Bellaire, O.; Charles S. Rockhill, New Martinsville Glass and Mfg. Co.; Mr. Landspoken, Bellaire Enamel Co.; A. W. Paull, Wheeling Stamping Co.; C. O. Paull, Eagle Glass and Mfg. Co., Wellsburg, W. Va.; J. G. Sieuyison, Erskine Bros. Glass Co., Wellsburg, W. Va.; J. E. Wright, Wheeling Sanitary Mfg. Co. The purpose of this meeting was to get in closer touch with Government requirements, and where an industry is now making non-essentials to survey the possibilities offered through Government work and divert its product to Government uses.

The hot weather of the last three weeks has curtailed production more or less.

A number of improvements have been made in the Pittsburgh Lamp, Brass and Glass Co.'s oil heaters over the 1917 design, one feature being that it is impossible to fill the reservoir while any of the lamps are burning.

Workers in the lamp chimney trade are now taking a referendum vote whether or not to accept the wage increases offered during a joint conference between the committees of workers and manufacturers. The result will not be announced for a week or ten days.

W. F. Jones and Samuel R. Frazier, Jr., are making a Northern Ohio trip in the interest of the United States Glass Co. They expect to start over their regular routes within a fortnight.

Prices of glassware on orders now on file or in daily receipt will hold good until October 31, after which date they are not guaranteed. Buyers will at that time have to decide either to allow the manufacturer to

ship when possible at the price prevailing at time of shipment, or exercise their right to cancel any part of or all such orders.

Among the principal items in glass the Government now requires are salt and pepper shakers, hotel tumblers, and tubing for laboratory work. The specifications for the latter are for large amounts.

Although the general demand for soda fountain tumblers is on the wane, so far as the confectionery and drug trades are concerned, large quantities are being shipped to the army canteens.

There is a tendency among buyers just now to orders only essential stocks.

In the report of the United States Glass Co. for the fiscal year ended June 30, 1918, President Marion G. Bryce states that in the past year the company did the "largest business in its history from the point of sales, the same aggregating $3,950,111.60, and when a thorough analysis is made of the statement of operations it will be found that the net results were gratifying, particularly so when the increased cost of both labor and material and the unusual expenditures for improvement and Federal taxes are taken into consideration. Ample reserves have also been created for this year's taxes." The financial statement shows: Gross income from operations, $3,947,674; net income from operations, $742,998; net income prior to deducting interest, Federal taxes, etc., $287 124; balance remaining after all deductions (including $38,650 Federal taxes paid for the year ended December 31, 1917, and $30,000 additional reserve taxes on account of Federal taxes for the new year), $199,520. This last-named sum is equal to $6.21 a share on the outstanding $3,-200,000 stock. During the fiscal year three dividends of $1 each, amounting to $96,000, were paid. The balance sheet as of June 30, 1918, shows current assets of $1,641,477; other convertible assets, $31,363; current liabilities, $476,162; funded debt, $390,000; profit and loss surplus, $869,528, and total assets of $4,992,691.

CHINESE CERAMICS AT THE MUSEUM.

THE rearrangement of the Chinese porcelains in the Ceramic Gallery around the entrance hall of the Metropolitan Museum gives the public an opportunity to enjoy not only the separate periods and objects of the most famous of all porcelain, but to follow its life history from the years of the later Han period, when already certain pottery jars, it is now determined, contained all the elements of true porcelain, through the T'ang, Sung, and Yuan periods, when finer wares are seen to be the forerunners of the matchless eggshell bowls of the Ming period, in which the perfection of the material is arrived at.

Dr. Berthold Laufer is the principal authority on the beginnings of porcelain in China, and the Bulletin of the Museum calls attention to the fact that the collection contains a Han jar (about 200 A. D.) which is of the type described and analyzed by Dr. Laufer as true porcelain, with only technical imperfections to be overcome. This jar is comparatively thinly potted and is decorated with a design of birds and scrolls and partly covered with a transparent brownish glaze. The form has a degree of nobility, and the decorative design shows restraint and authority as well as primitive directness. The jar in its juxtaposition to later wares adequately supports the growing preference of collectors for the massive simplicity and austerity of the early specimens.

AT CHICAGO.

TRADE has been a little slow during the past week, owing to the extremely hot weather. The retail stores have not been doing a great deal, and their buyers have not been paying much attention to new goods, as they have few holes in their stocks to fill. The orders for fall goods have all been placed, and anything ordered now is being purchased with an eye to next year. The majority of the members of the trade here believe that the war will be over this time next year, and they are looking for a big revival in business then. However, until they are certain that peace is near they prefer to travel along with light stocks. In the large department stores here the buyers are practically under orders from their merchandise managers to carry lighter stocks and to seek to turn them oftener during the course of the year. Slow-moving merchandise, which will barely turn in the period of a year, is being eliminated.

* *

John Ling, buyer of crockery and glassware for Mandel Bros., spent a couple of days visiting some of the Eastern potteries last week.

* *

The Chicago Association of Commerce has asked the crockery and glass trade to take part in the Labor Day Parade to be held here, and many of its members will march in the procession.

* *

Frank Tinker was "under the weather" a couple of days last week as a result of the heat.

* *

George Elwood, who buys china, glassware and housefurnishings for one of the big stores of St. Louis, was in the city this week. He continued Eastward.

* *

George Brush, of the Brush-McCoy Pottery Co., is

expected here on a visit to some of his old friends and customers within the next few days.

* *

Lighting glassware men here are feeling good this week owing to the fact that electrical fixtures have been declared essential, for the metal parts must of necessity carry glass.

* *

Charles Israel, who travels for the Carrollton Pottery Co., is expected here next week.

* *

A. H. Haeger, of the Haeger Potteries, Dundee, Ill., paid a visit to the city during the week.

* *

Dave Saunders is back from a trip on the road.

* *

Charles Moore, representing the crockery and glass department of the Denver Dry Goods Co., paid a visit to the city during the week.

* *

Preparations continue for the annual convention of the National Retail Tea and Coffee Merchants' Association, which is to be held here soon. This is a big event for the sellers of premium goods, and some interesting displays will undoubtedly be made.

* *

William Coleman, of the Burley & Tyrrell Co., is out of the city on an automobile trip.

JOHN MUELLER SHOT TO DEATH.

THE body of John Mueller, sales manager for Butler Bros., 495 Broadway, and well known in the trade, was found by two boys in a clump of woods off Mosholu Parkway, near Jerome avenue, the Bronx, on Tuesday night. He lived with his wife, mother and two children at 885 Cauldwell avenue.

For three months he had been ill and unable to work. Although the police are satisfied that he killed himself while despondent over his continued ill health, they are mystified over the disappearance of the revolver. His relatives say he never owned a revolver. Theories of robbery were discarded when $6.95 and a gold watch and ring were found on the body.

FINED $250 FOR FALSE ADVERTISING.

LAST Friday, J. B. Greenhut, proprietor of the department store at Sixth avenue and Eighteenth street for a number of years prior to its dissolution, was found guilty and fined $250 in the Court of Special Sessions for violating Section 421 of the penal code, known as the honest advertising law. The trial and conviction were based on the publication of an advertisement in an evening newspaper offering "Men's hand-tailored suits at $18.85." Henry Fruhauf, manufacturer of ready-to-wear clothing for men, testified that the suits were not hand-tailored, but ordinary machine-made garments. Defendant filed notice of appeal.

AT THE FRONT.

MASTER of seven languages, Lawrence Kinet was well equipped for his duties as manager of the United States Glass Co.'s export department and later foreign salesman. He had made several trips around the world in the interest of the company, and when this

LIEUT. LAWRENCE KINET.

country entered the great conflict was in South America. Hastening home, he closed up his affairs with the concern and enlisted in the aviation service, where his linguistic abilities have made him invaluable as a liason officer. He has made many flights over the German lines, and his letters to his parents, who reside in the vicinity of Rochester, Pa., provide extremely interesting reading.

DO not lose a dollar's worth of time trying to save a dime.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, AUGUST 29, 1918.

ROUGHLY speaking, the advance on china and earthenware since the war began is: English, 100 to 120 per cent; French, 70 per cent; American, 75 per cent. The increase on domestic glass varies from 100 to 125 per cent.

FROM present indications the country will go dry on July 1, 1919, for the period of the war at least. The President has voiced his approval of the proposition; and he generally gets what he wants. It will go hard with makers of bar glassware; but as it is done for the general good, no one will object. Ample warning has been given, and those dealers caught with stocks will have to grin and bear it.

A CABLEGRAM from Vienna announces that twenty glass factories in that locality will have to close for lack of coal. About two years ago twenty-five German glass factories were destroyed by a flood; and we all know what happened to the Belgian factories when the Germans invaded that country. The outlook for the production of glass in the war zone after peace is declared is not rosy. It will take years to put things back on a normal footing.

SOME months ago the Government announced that it would not buy anything through commission men or jobbing houses. Last week this order was, in a way, modified, the statement being made that, without going into details, the rule would not be strictly enforced. This will prove to be, in some cases, a wise decision. As far as crockery and glassware are concerned, the authorities have established connections direct with manufacturers, and are not likely to make any changes.

THE ADVANCE ON ENGLISH GOODS.

LAST Friday the importers representing English china and earthenware firms received notice of an advance of twenty per cent, to take immediate effect. There have been so many increases based on percentages and plusages that it is difficult to keep track of the various rates and prices.

To make the matter clear, it may be said that a china dinner set formerly costing $100 will now cost from $200 to $220, and an earthenware set in the same proportion. Importers figure two ways—one on a scale basis with a percentage or plusage added, and the other a straight percentage added to list. Whichever way it is figured, the result is the same.

One thing buyers must always bear in mind: No matter what prices are quoted, the goods will be charged at the rate prevailing at date of shipment. This is an absolute necessity, as no factory can forsee the conditions that will prevail five or six months ahead.

PERSONAL.

BACK from the Maine woods, where he spent a couple of weeks at a hunting and fishing club on a reservation of 250 square miles, part of it being in the Dominion of Canada, came Lee Kohns, of L. Straus & Sons, on Monday, looking hale and hearty. He was miles and miles from any railroad, and roughed it in a semi-luxuriant way, fishing for trout, enjoying the beauty of the landscape, and making journeys on foot and on the lakes over a large territory.

James P. Gordon will close his display at the McAlpin Friday night and go to Baltimore, Washington and Philadelphia successively.

J. Tepe is home from his vacation spent in Central New York. He had a catch of eight big bass as the result of one day's fishing. Although big, there is no "fish story" connected with them.

Robert W. Corey closed his exhibit for the Mitchell, Woodbury Co., at the McAlpin last Friday, and returned to Boston.

Mason Shoup, of Regnier & Shoup, St. Louis,

arrived in New York last Friday "just to look the market over," as he expressed it.

"Mike" Meder, from Chicago, was in New York two days this week.

Abram Baroff, head of the office force of Rowland & Marsellus, received word last Friday that he had been accepted as a candidate for a second lieutenant's commission, and left on Sunday for the Field Artillery Officers' Training School near Louisville, Ky.

Theo. Jones, president of the Jones, McDuffee & Stratton Co., Boston, came to town Wednesday for a short stay.

As Eddie Hammond was passing one of the War Savings wheels on his way to business on Thursday morning he was halted by one of the solicitors with the statement that only one more dollar was needed to make the wheel spin, and in less than two minutes walked away with ten dollars' worth of perfectly good savings stamps.

Geo. H. Service, with Kennard L. Wedgwood, came home Monday from White Lake, N. Y., where he enjoyed a three weeks' vacation—boating, fishing, bowling, and other sports incidental to resorts of that kind. He did not do any dancing, although there were lots of pretty girls.

E. E. Parsons, Halifax, N. S., arrived in New York on Tuesday, and will remain for a week or ten days.

W. W. Frazer, with the Hndson Bay Co., Vancouver, B. C., is on his way East, having left there August 24. He will stop at Montreal, and is due in New York September 7. He will register at the Prince George. He writes that business is exceptionally good.

Geo. H. Wheelock of South Bend, Ind., who has been in New York for two weeks buying, will leave for home Friday night.

A. Kallman, buyer for England Bros., Pittsfield, Mass., came to New York this week on his regular fall buying trip.

George Bruorton, with Abraham & Straus, Brooklyn, will take the position of housefurnishings buyer with L. Bamberger, Newark, N. J., next Tuesday. Mr. Bruorton began his business life with the Jones, McDuffee & Stratton Co., Boston, as floor salesman. He went on the road for a while, and then became buyer of china and houseturnishings for John Ladwig, Scranton, Pa. Then successively he went with Geo. W. Davis, Rochester, N. Y., Denholm & McKay, Worcester, Mass., the Shepard Co., Providence, and Abraham & Straus.

Ed. Craig, New York representative of the United States Glass Co., left for Pittsburgh Tuesday night. He may stay over Labor Day.

His name is William Cameron McCartney, and he came to town last week. His father is secretary of the Cambridge (O.) Glass Co., and is bearing up nobly.

If you want to "start something" ask Harry Benedikt how he liks his new home. After having lived twenty years in a twelve-room house he has moved into an eight-room flat. Accustomed to a spacious bedroom, he now has to "dive" when he goes to bed. He tried to get the furnishings of the old home into the new, but found it impossible, and after giving away enough to stock an ordinary flat is still so crowded that he has to stand in the hall to undress.

Word was received in New York this week that Norman Fraser McCaghey, son of W. D. McCaghey, with the Thomas Co., Quebec, was wounded in one of the recent battles, but not severely, and a speedy recovery is expected.

A. G. Whitford, who travels the Middle West for the Bradley & Hubbard Mfg. Co., after spending a week in New York left Thursday night for a trip through Pennsylvania.

A. J. Brockman, buyer for The Fair, Chicago, arrived in town on Tuesday for an indefinite stay.

Joseph Moore, buyer for the Denver Dry Goods Co., writes that he will be in New York some time this week.

THE SALESMEN'S W. S. S. DRIVE.

DURING the big drive by the salesmen of New York to sell $25,000,000 worth of War Savings Stamps some exciting scenes were witnessed on Fifth avenue and Broadway. In front of the Fifth Avenue Building were dozens of travelers' trunks backed by the salesmen soliciting pedestrians. At one point a piano was installed on the sidewalk and an expert was pounding out patriotic airs.

A novel feature was the introduction of the element of chance by means of revolving wheels (as many as thirty-three were counted on one block). For a dollar one bought a number, and when twenty-five were sold

the wheel was spun. When it stopped the number indicated by the pointer was the winner of twenty-five dollars' worth of stamps. This seemed to appeal to the sporting instinct, for the wheels were kept revolving almost continuously. The police "passed by on the other side," forgetting that games of chance are forbidden by law.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

H H McKeos, t, g, Dutton's Roxbury Shop, Boston. Latham.

A N Howe, c, Mitchell, Woodbury Co, Boston. Marseilles.

Miss M Lesenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.

J H Harris, c, g, Kaufmann's, Pittsburgh. 1261 Broadway.

M Marx, t, Kohn-Furchgott Co, Jacksonville, Fla. 353 Fourth ave.

E H Zeller, t, c, Wm Koch Importing Co, Baltimore. Imperial.

L A Dempsey, l, McCreery & Co, Pittsburgh. 23 East 26th.

J H Dunkin, t, hf, Rorabaugh & Brown D G Co, Oklahoma City. Flanders.

WHERE TO BUY YOUR RAILROAD TICKETS.

THE sale of railroad and sleeping car tickets to all points is to be undertaken by the Railroad Administration along department store lines at five points in the city. Save at the railroad stations themselves, tickets in the future can be procured only at the new Government establishments, which will take the place of the forty-eight individual ticket offices formerly maintained by the various railroads in different parts of the city.

Next Tuesday the new offices will be opened in 64 Broadway, 57 Chambers street and 114 West Forty-second street. A fourth will begin business in 31 West Thirty-second street Monday, September 23. A similar office has been in operation in 336 Fulton street, Brooklyn, since August 5.

The new plan will save $289,000 yearly in rent alone. The combined rental of the five new offices is only $100,000, whereas that of the forty-eight old establishments amounted to $389,000.

In the new ticket offices the roads have been grouped geographically. The New Haven, the Sound lines and the Ontario and Western form one group; the New York Central and West Shore a second; the Lackwanna, Lehigh, Erie and Central of New Jersey a third, and the Pennsylvania, Long Island and Baltimore and Ohio a fourth. Besides, there will be a counter for coastwise steamship tickets and an information division at each office, with ten men in attendance.

Sleeping car and railroad tickets will be obtained from the same man. There will be forty-five ticket sellers at the Broadway office, forty-three at Chambers street, fifty-four at Thirty-second street and fifty-four at Forty-second street.

THE BORGFELDT ROSTER.

A BRONZE tablet in the establishment of Geo. Borgfeldt & Co. bears the names of forty-nine former employees who are now doing their share in the Great Task. Three more have joined since the tablet

THE BORGFELDT ROLL OF HONOR.

was put up, making fifty-two in the service, both army and navy, some of whom have already made the supreme sacrifice.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

That the local pottery district as a whole is working at only about sixty per cent of capacity is shown by the records of gas consumption per kiln in the plants here and in Wellsville, Chester and Newell. Under normal conditions the gas consumption has been around 18,000,000 cubic feet per day; it is now down to a little over 9,000,000. A few kilns hereabouts are being fired with coal, but their production does not exceed that of those using gas for fuel. There is ample business for pottery manufacturers to operate plants full time if it were not for the shortage of labor. While some operatives have left the trade to enter other lines of work, the call to arms has taken the majority from the shops. And they cannot be replaced.

* *

The strike of the decorators, including gilders, liners, tinters and decal girls, came to an abrupt end on Tuesday morning, when the workers returned to their benches. Manufacturers at no time gave any consideration to their demands. Many of the workers admit that their action was ill-timed and uncalled for. They were granted a voluntary increase in wages, but insisted on more. After being out nearly two weeks, the strikers met last Monday and voted to return to work at the wages offered by the manufacturers.

New patterns for dinnerware designed by some manufacturers for 1919 trade will not be placed on the market, according to the request of the War Service Committee, which is acting in harmony with the War Industries Board. Those who have ordered and received new editions of decals will have to retain them, and advance orders taken for such patterns will necessarily have to be cancelled. The plan to issue only existing established patterns will be adhered to by all the manufacturers.

* *

Only two decorating shops were kept going during the decorators' strike here. These were at the Standard and Harker potteries. Many decal girls who went on strike wanted to return to work as early as August 21, but the managers told them there was "no ware." Some of the male gilders and liners took other employment in mills, but soon found that it was easier in the potteries, and returned here announcing they were ready to go to work. They had been receiving from $50 to $60 per week in the potteries, and about $125 in the mills, working twelve hours a day seven days in the week.

In order to increase its manufacturing efficiency the Knowles, Taylor & Knowles Co. is arranging to erect an improved sagger-making machine in its "New End."

Edward Wild, of Wild & Rohn, Milwaukee, Wis., was in the market a few days ago.

The modelers are hard hit by the reduction in the list of items that may be manufactured. Many orders on their files have been cancelled. About the only new work they will have will be that on items for Government use for which the manufacturers do not have models in stock.

An order for ware for 110 ships was recently received in this district. Unusually quick delivery is desired. Another specification was for between 75,000 and 100,000 pieces of standard ware for a Great Lakes training station.

* *

Herbert K. Connors, for a number of years Eastern salesman for the Crooksville China Co., severed his connection with that concern last Saturday to become associated with the sales department of the Carrollton Pottery Co. He will travel the Eastern territory. Charles Israel will represent the Carrollton interests in the Western field.

* *

John Manor, a former well-known pottery superintendent, and of late City Auditor of East Liverpool, has resigned his office to become associated with a new company which will establish a vitreous china plant at New Lexingion, O. An idle electrical porcelain plant at that place is to be taken over, additional machinery in-

stalled, and the making of ware begun at an early date. John Stamm, formerly with the Croxall Chemical Co. as salesman, has succeeded Mr. Manor as City Auditor.

* *

H. R. Thompson, one of the decorating shop managers of the Homer Laughlin China Co., was advised late last week of the death of his son, Sergeant Kenneth H. Thompson, overseas. The young man was a graduate of the 1917 class, East Liverpool High School, and enlisted soon afterward.

* *

Kiln-drawers in one of the local plants did not know their wages had been advanced. The crew went to the firm and sought an increase, and when told that an advance had already been granted almost fainted. As soon as they realized what had been done they returned to their tasks, and faster work than ever followed.

* *

Fire of undetermined origin destroyed the former plant of the original Sebring, and later the Sevres and Warner-Keffer China Co.'s pottery at Second and Market streets on the afternoon of August 24. Since being vacated by the Warner-Keffer China Co., some years ago, the building has been occupied by P. Milliron, who owned the property, as a warehouse and transfer plant. The old decorating kilns, however, were used by Hoyt Bros., who did considerable free lance decorating for jobbing interests.

WHEN YOU GET BACK HOME.

WHEN you get back from the big market, Mr. Buyer (or perhaps it's Miss or Mrs. Buyer), and find yourself again in your own department, don't overlook the value of passing on to your salespeople some of the good things you saw in the merchandise you selected when you were placing your order, says "Playthings." It takes enthusiasm to sell merchandise, and when you look over the manufacturers' lines it was enthusiasm that led you to select the numbers that you did. Some of the enthusiasm was your own, but considerably more was the manufacturer's.

There may be a few salespeople who can look over the new merchandise, determine for themselves the best selling points of each number and create in themselves an enthusiasm for the goods which will help to sell them. There may be a few such salespeople here and there, but they are mighty few, and the buyer shouldn't work on the assumption that they are in his department.

When the goods come in, hold a little party with your salespeople and talk it over. Take each number as it comes out of the case and tell the girls why you bought it.

Try to feel that these assistants of yours are sitting in judgment on your judgment, and that it is up to you to sell those goods to your own salespeople before they will sell them to the public.

You know, if you will stop to think of it, that if the girls don't like a thing they won't sell it, for it is only natural to feel that if you don't like a thing others won't like it. The buyer, of course, must learn that such a belief is a mistake; but many of the salespeople are actuated by that belief just the same, whether they realize it or not.

Another psychological truth which applies right here is that whether or not one likes a thing depends much upon the auspices under which it has been introduced. If the buyer will introduce the merchandise to his own salespeople under the best possible auspices the salespeople will find themselves liking most of the things that the buyer has purchased, for they are bound to become imbued with some of his enthusiasm.

After the goods are unpacked, marked, and reach the department, take each number and hold it up to the girls and tell them just what you saw in it that made you believe it would sell well. Be pleasant about doing this—make it a party for the girls. Ask their ideas. You can do this tactfully in such a way as to lead their opinions to follow your own on the merits of that particular bit of merchandise. It is not good to lead the opinion of one whom you ask for advice; but in this case it is a bit different—the goods have been bought and must be sold, and it is necessary that the girls think well of the merchandise.

While you are explaining why you bought the goods, try to call back the enthusiasm you felt when you placed the order.

The trouble with many a buyer is that, when he comes to the big market, he steps outside the smaller environment of the store and gets away from all the daily grind while he sees new things, meets old friends and has a good time. Under the pleasurable excitement of the outing he buys goods with a feeling of confidence that he can sell them at home, but does not realize that when he gets out of the light and glitter and the gay atmosphere of the metropolis and goes back to his own department he will have none of these things to help him sell the merchandise he bought while under their influence.

Many a buyer, after a trip to market, goes back home in a spirit which closely resembles "the morning after."

No matter how high the fun ran the night before, every memory runs to an ashen gray "the morning after"; and just so with the buyer when he gets home. He looks at the merchandise and wonders why he bought that? And "how in thunder" did he ever come to order so many of those?

It isn't the merchandise. If he has looked the market over he has doubtless purchased as wisely as he knew how, and the stuff probably will prove all right; but after his trip to where the bright lights are burning and everything has a holiday aspect he has des-

THE

Homer Laughlin China Co.

East Liverpool, Ohio. Newell, W. Va.

cended suddenly to the commonplace things back home, and his enthusiasm is gone.

Buyers need all the decent, legitimate fun that they can have without interfering with business. A visit to a great market, with its theatres and hotel lobbies, where well-dressed, pleasure-seeking men and women congregate; the chance to chit-chat with other buyers, and all the fun and excitement of a trip to the nearby resorts—all these things are a good investment for the store. They serve to educate and to replenish, to recharge the batteries on which the buyer operates; but unless the buyer can take some of that spirit back to his department and exert its magnetic influence on his saleswomen he is losing the good of it.

Just try it this time, Mr. Buyer! Go back with enthusiasm and hold your party with the salespeople. Be friendly and cheerful about it; be human; but, most of all, be enthusiastic!

Try to feel that you are bringing to the girls who have stayed behind in the store something of the atmosphere and the news and views of the metropolis under the influence of which you placed your orders.

FOR DEALERS' CONSIDERATION.

THE following circular-letter sent out by a glass manufacturing concern to its customers contains some cogent truths that are worthy of consideration by dealers:

AUGUST 26, 1918.

Gentlemen: These are unusual times. Unprecedented. American industry, as well as American honor, is at stake, and needs your support.

Perhaps you, as some others, think that the American manufacturer has taken advantage of conditions to exact excessive profits and advance prices unnecessarily. Whatever may be the case with other makers, we are taking a lesser percentage and margin of profit to-day than ever before. The prices on the attached sheets must bear that out to anyone posted on glassware.

Faced by an automatic curtailment of fuel, of labor, and of materials, the amount of glassware that can possibly be produced in the United States in 1918 will fall approximately forty per cent below 1917, and certainly fifty per cent below pre-war production.

And irrespective of your own conditions of stock—the supply of glassware is going to fail long before the demand for it slackens. This presumes a continuation of the war. But even should the war cease to-morrow, there is an estimated $50,000,000 shortage of pottery and glass that the American people, with the highest wages known in history, are going to start in to replace. Buy now, and buy heavily, before we have to advance these low prices of ours.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half nch of space (35 words). PAYABLE IN ADVANCE.

FOR SALE.

GLASS PLANT FOR SALE.—Dunkirk Glass Co.'s plant for sale, consisting of over two acres of ground with one 12-pot furnace in two-story building 150 x 80; also 8-pot furnace in building 80 x 60; also a two-story cement block building 40 x 80. Terms to suit. Switch on property connecting with five railroads. Immediate possession. Address LAKE SHORE SEED Co., Dunkirk, N. Y.

Cakes, Salads and other Fall and Xmas goods we advise you to get early or you may not have them in time. Reduced production and embargo may interfere.

The D. E. McNicol Pottery Co.,

EAST LIVERPOOL, OHIO.

HOTEL TUMBLERS.

COLONIAL TUMBLERS.

THIRD PINT TUMBLERS.

WRITE OR WIRE FOR QUOTATION.

QUICK DELIVERIES ASSURED.

John W. Trenck & Son,

INDIANAPOLIS, IND.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 5, 1918.

CONDITION OF TRADE.

New York

As was expected, it has been a quiet week. Beginning early Friday afternoon there was an exodus to seaside and mountain, there to remain over Labor Day. Nearly all the wholesale houses closed on Friday night, not to open again until Tuesday morning, and there were many tardy ones on that day. It could hardly be expected that many buyers would come to town during the holiday week, and local buyers were not doing much in the warerooms other than matching up and completing arrangements for September "special sales." The main work for that purpose was done weeks ago, and that they have been able to get good shipments is evidenced by their plentiful stocks. Mail orders have not been large, but fairly numerous.

The fall campaign is due to start next week. In fact, some of the road men for the French importers are already on the warpath, and others will follow soon. The English travelers are making preparations for a pilgrimage, and so are the Japanese. All will travel light this year. In place of five, six or seven trunks, they will take one or two, and in some instances none. The Government discourages travel, anyhow, and in cases where it must be done requests that as few trunks as possible be carried. Aside from a cheerful compliance with the Administration's wishes, they will have little new to show, and can therefore safely reduce the number of samples to a minimum. The domestic manufacturers will probably send out some of their men as "hand-shakers." Otherwise there is little need for their visiting the trade.

The volume of business done in August was the smallest known in the forty-four years that this paper has been reporting the conditions of trade. It is true that the domestic factories have had more business than they ever had before; but this was war work outside the scope of ordinary commercial transactions, and not to be considered as affecting the statement that the crockery and glass trade—meaning those who buy to sell again—took less merchandise than in any August in its history.

Retail trade in and around New York continues quiet. Much is expected from the "special sales" now on or about to be inaugurated. No matter what conditions are, these always produce results. Outside of the city, wherever there are munition plants, business is better than ever. The call, naturally, is loudest for medium grades. Fine goods are not selling well anywhere. The laboring classes are richer than they ever dreamed of being. It is the salaried forces which are mostly feeling the pinch. The rich are paying taxes that sap their incomes, and the middle classes find it hard to meet expenses with the purchasing power of the dollar one-half what it was formerly. Still, the outlook for those who carry medium-priced goods is wonderfully good; and as that class of merchandise constitutes the bulk of the ware called for, a big fall business is assured.

Pittsburgh and Vicinity

At present the demand for glassware is running strongly to items of utility, fancy lines being in slow request. Opinion prevails that the demand for holiday merchandise will take on a more

active turn this month. Very few buyers have been in the district during the past fortnight. The freight situation, so far as shipping from this district is concerned, is on a very satisfactory basis.

East Liverpool and Vicinity

The decorators having returned to work, a certain amount of decorated ware is now being shipped. The embargo on Western freight has been lifted, and a larger volume of plain white ware is now being sent out than for many months.

AT CHICAGO.

BUSINESS is as good as could be expected at this time, in view of the curtailment of production at the factories. In all lines there is a shortage, due either to lack of raw material or labor—in some instances both. Factory representatives here say they are receiving kicks from customers about the high package charges. Some have even refused to pay, declaring that they must be in error.

* *

J. A. Caps, of the Boston Store, Elgin, Ill., was in the city placing orders during the week.

* *

Milton Rogers, Chicago representattve of the Cambridge (O.) Glass Co., has been laid up for several days with a sprained ankle, sustained in alighting from a street car.

* *

G. Merritt, buyer for Loren, Miller & Co., has returned from a trip to the potteries.

* *

Labor Day saw all the crockery and glass establishments of the city closed tight, and many employes took part in the parade.

* *

B. F. Koch, president of the Alliance (O.) Vitreous China Co., visited the city last week.

* *

Among those who visited the city during the week was John Jacklin, former buyer for the Boston Store, Milwaukee, who is now owner of the crockery and glass department of Harris, Emery & Stone, Des Moines, Ia. Mr. Jacklin visited a number of factory displays and placed some orders.

* *

Charles McChesney, representative of Gillinder & Sons, has been under the weather for several days past.

* *

Albert Pick, president of Albert Pick & Co., has returned from his vacation.

* *

Pitkin & Brooks, the Burley & Tyrrell Co., Albert Pick & Co. and the Cross-Wells Co., jobbers and hotel supply houses, have lost about ten per cent of their salesmen and shipping clerks through the operation of the draft. They have now received questionnaires bearing on the occupation of such employes as remain. This is for the purpose of filling the quota of 1,000,000 men drawn for the purpose of filling the vacancies in factories where war goods are being made.

* *

Dave Saunders, representative of the Cataract Cut Glass Co., has returned from a business trip through Michigan.

* *

Henry Berliner, buyer for the Boston Store, Milwaukee, was in the city during the week.

* *

Burt Day, of the Cook-Lawrence Crockery Co., Cedar Rapids, Ia., paid a visit to the city last week.

* *

Walter G. Minnemeyer, who has returned from Lake Geneva, Wis., where he attended a motor transport officers' training school, tells an interesting story on himself. "I was ordered by the colonel to act as drill sergeant for a bunch of men," said Mr. Minnemeyer. "They didn't look like rookies to me, and I soon found that some of them—for there were captains and lieutenants in the line-up—had forgotten more about the stuff than I ever knew. Therefore I resigned and turned the job over to a captain who seemed best qualified. I was afterwards told that this was all wrong, and that I should have reported back to the colonel."

WHAT IS IT?

IF the promise of an interesting course, delightful surroundings, and as host William S. Pitcairn, a past master in the art of making everyone feel at home, doesn't lure the golfists to the Essex County Country Club, West Orange, N. J., for the September tournament, then curiosity surely will, for there is something mystifying in the last paragraph of the following letter, sent to the members of the trade's golf association:

NEW YORK, Sept. 3, 1918.

Dear Sir: The September tournament of the Pottery, Glass and Brass Golf Association will be held on Thursday, the 12th inst., at Essex County Country Club, West Orange, N. J.

Trains leave Hoboken via Lackawanna R. R. as follows: 8:20, 9:30, 10:45, 11:51 a.m., 12:28, 1:03, 1:51 p.m. Taxi from Orange Station to Club.

Schools are about to open, and it is imperative that caddies be arranged for in advance. Mr. Pitcairn must be informed this week how many will be needed. Therefore, kindly notify the Secretary at once whether you expect to enter.

This will be the championship event, and there will be play on a handicap basis also. We should therefore have the largest attendance of the season.

Something new will probably be offered for your entertainment. If the plan carries it will be attended with both joy and grief, and you will have pleasure even in the grief.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

While no actually new decal patterns will be placed on the market, this will not prevent the revision of treatments, and some new effects along these lines are now being arranged. The majority of buyers, however, are seemingly well satisfied to continue with present established decorations. Since the special meeting of the United States Potters' Association held here a few weeks ago, when war measures were adopted, the decisions then reached have been lived up to in every detail. Buyers have accepted the conditions with good grace, and are content to get along with the patterns adopted last January.

* *

Orders for matchings are becoming more numerous. Large department stores are in need of them, and they are being put through as quickly as possible. The Chicago district is a large buyer just now of matchings.

* *

That the recent strike of the decorators was ill-advised is admitted by many of the craft. All that was achieved was the loss of about two weeks' wages.

* *

William R. Mackey, sales manager for the Southern Potteries Co., Erwin, Tenn., has returned to the plant after spending several days in this district.

* *

T. A. McNicol, of the T. A. McNicol Pottery Co., has returned from attending the Republican State Convention at Columbus, O.

* *

Among buyers visiting the district of late were Joseph Moore, for the Denver Dry Goods Co., and Mr. Server, of Detroit.

* *

When the plant of the former Sebring Pottery Co. here was destroyed by fire Aug. 24, Hoyt Bros., who were doing an exclusive decorating business in a part of the building, were temporarly put out of business. Considerable ware was also lost. A few days after the fire the firm leased a portion of the decorating shops of the Cartwright Bros. Co., who are now making white ware only, and immediately resumed operations.

* *

The new addition to the offices of the Smith-Phillips China Co. is now being occupied, and the kiln and warehouse extensions will be utilized within a few weeks.

* *

The third annual picnic and outing of the employees of the Carrollton Pottery Co. was held at the Carroll County Fair Grounds Aug. 24. It was one of the biggest events of the kind known in that district, over 5,000 people attending from all parts of the country.

* *

William Pope, formerly general superintendent of the Pope-Gosser China Co., Coshocton, O., spent several days here last week. He has a number of business propositions under consideration, but is unable to make definite statements regarding them at this time.

* *

Word has been received here that George Martin, fifth vice-president of the National Brotherhood of Operative Potters, and a resident of Trenton, N. J., has taken the general management of the Ironsides Pottery Co., at Bordentown, N. J.

* *

Numerous inquires are being received by local pottery manufacturers for specials for holiday trade. There has been considerable buying of these lines of late, with instructions to ship as early as possible.

* *

An additional kiln will be put into immediate use by the Sterling China Co., Wellsville, which is featuring a special line of hotel ware.

* *

Chester Wardeska, who has been connected with the local offices of the Y. M. C. A., has gone with the Tritt China Co. as head bookkeeper.

* *

That the Government will continue to be a heavy

buyer of domestic pottery is indicated by the enlargement of the different camps and the extensions to the ship-building programme. This district is now turning out large amounts of Government orders. The number of items required is not large, but the volume of each item is extensive.

* *

The Trenle China Co., which was formerly engaged in the manufacturing of dinnerware, has given up that line and is now confining its entire production to electric porcelain goods. Odd amounts of white ware in stock are now being disposed of.

* *

Edwin M. Knowles, head of the E. M. Knowles China Co., who has taken an active interest in all war fund work here, and has been especially active in the local War Chest campaign, has been named a member of the Ohio State Finance Committee of the War Camp Community Service, headquarters of which is in Columbus. S. O. Richardson, Jr., vice-president of the Libbey Glass Co., Toledo, O., has also been appointed a member of the committee.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of July amounted to £47,488—an increase of £19,735 over the figures for the month of June.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to he report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	16	397	$166.73
Frank & Danziger, Inc.	9	10	.39.85
A. J. Fondeville & Co.	58	417	346 67
Edward Boote	267	1302	1,439.78
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239 50
Strobel & Wilken Co			8,423.99
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	66	2227	886.75
Leo Schlesinger Co.			1,513 50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52 35
J. H. Venon, Inc.	162	336	759.42
U. S. Glass Co.	89	1248	700.00
C. Dorflinger & Sons	22	178	136.02
K. J. Okajima		193	$ 48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	41	97	194.18
Ko Kozai		58	14.50
Theo. Haviland	64	215	220.40
L. Straus & Sons	902	2197	4,410.23
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	317	687	1,756 75
B. Illfelder & Co.	1	37	13 40
Empire China Works.	71	851	508.11
B. Strasburger	72	720	479.70
Ed. Williamson	10	110	68 66
F. A. O. Schwarz	129	1851	999 90
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	60	398	350.90
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	271	7259	2,944.09
Geo. Borgfeldt & Co.	1561	3166	7,322.09
Wm. H. Plummer & Co.	39	224	219 25
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm Dougherty	65	180	316.70
Vogt & Dose	15	349	150 10
S. Birens	200	6	826 00
Calumet Mfg. Co.	26	100	132 92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	54	436	332.94
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165 50
Bryce Bros	73	286	376.67
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co	95	250	458.70
Rich & Fisher	10	224	97.90
Paul A. Straub & Co.	20	222	139.30
Hugh C. Edmiston	205	54	868.35
C. H. & E. S. Goldberg	27	141	148.08
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	9	100	62.61
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co.	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	30	763	316.18
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16.00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Instead of lasting a half day or more, as was the case a year ago, the stockholders' meeting of the United States Glass Co. last week took less than an hour. There was only one change in the board of directors, and this was occasioned by the resignation of William Anderson, former superintendent of factories, who left the company some time ago to become associated with the formation of the Capstan Glass Co., at Connellsville, Pa. In his stead Albert T. Wettengel was elected. His associates are L. Z. Birmingham, Marion G. Bryce, James F. Challinor, Reuben Haley, Charles J. Kappler, L. A. Meyran, F. R. Schneider and David Yost. The board will meet within a few weeks for the purpose of electing officers. There is no reason for believing that any change in the present officers will be made.

A strike in the glass bottle trade was averted at a conference between workers and manufacturers held here a few days ago. Manufacturers representing eighteen plants were at the conference. There has been no strike in this trade for thirty years. These plants make, besides ordinary bottles, many things for Government use, such as glass food containers for the army, vessels for the department of medicine and surgery, battery jars for telephones, and carboys for carrying acid for munitions.

Unable to obtain their usual quotas of tin food containers, on account of the shortage of this material, many food purveyors have been very active in buying glass vessels within the past fortnight, and this business has nicely filled a gap created through slow demands for other lines.

Will salesmen within the draft age have to heed the "work or fight" edict? A few days ago a local glass salesman, now in the South, was notified by his district draft board to seek another line of employment. He at once got in touch with the board, and explained his work; but as yet no decision has been rendered. Should this board hold that the work of this road salesman is non-essential, it may form a precedent for like action by other boards.

Louis Fritz, glass buyer for Butler Bros. New York office, was in the district this week.

On account of the continued shortage of gas, the New Martinsville (W. Va.) Glass and Mfg. Co., has arranged for the erection of a gas producer at its works.

The printed report of the recent wage conference at Atlantic City between manufacturers and glass workers will be forwarded manufacturers by Secretary John Kunzler of the Glass Association within a few days. There were 376 questions discussed at the recent conference—a new high record.

At noon last Friday a blinding rainstorm occurred and pitch darkness descended on the city for eight minutes. There was no electric power in the downtown district, and candles and oil lamps were in demand. In the salesrooms of the Pittsburgh Lamp, Brass and Glass Co., in the Century building, two oil lamps were utilized, while across the hall in the Kinney & Levan salesrooms a couple of oil lamps and a few candles were used. Nothing like it was ever before experienced here.

The demand for bar glassware continues on the decline. In many instances the jobbing houses are selling only small lots sufficient for immediate requirements.

The Government has ordered large amounts of hotel china and table glassware for use in connection with the construction of the new munition plant on Neville Island, in the Ohio River just east of Coraopolis.

Department store buyers here report an unusual demand for oil lamps, and in one or two instances spe-

cial sales of these items have been inaugurated with considerable success.

Henry Nickel, city sales manager for the United States Glass Co., has returned to his desk after a summer holiday.

HOW HE ENCOURAGES SALES.

"IN order to obtain rapid turnovers and get the full use of our capital," said the proprietor of a prosperous up State department store who had come to New York on a trip with two of his buyers, "we pay special bonuses to department managers, thereby encouraging sales, and we also endeavor to encourage as large a gross profit as possible, with certain stipulations with regard to depreciation, having the effect of preventing old stock accumulating and thus becoming 'stickers' of the worst type.

"Now, of course, there's nothing new in paying bonuses, or in encouraging gross profits to the fullest extent; but hints of a useful kind may be gathered from the way we go about it, for it seems to me a little different, as it is my own method.

"We make it a rule only to pay bonuses out of the surplus above 2.25 per cent on the net sales; that is, if the surplus is sufficient to pay the bonus. And stock depreciation is computed in the following manner: When goods have been in stock for fully six months, or through two semi-annual stocktakings, we write off 5 per cent; during a year, or through three stocktakings, 10 per cent; for four stocktakings, 20 per cent; for five, 33 3 per cent; during six, 50 per cent, and during seven stocktakings, 90 per cent.

"We pay department managers 4 per cent out of the net profit each half year, dividing the money among them in proportion to their salaries—payment, however, being made only with the stipulation that it come out of a surplus profit amounting to 5 per cent or more of the company's current paid-up capital. I can say that, after having been in operation for three years, the department heads' bonus has amounted to 25 per cent of their salaries, and the rest of the staff have received about 12 per cent of their salaries in this manner. As we pay very good salaries to start with, the staff realize that when the company does a large amount of business they, too, prosper, taking a sporting chance with the company on the extra amount in dull seasons.

"On regular net sales," continued the store proprietor, "we pay one-fourth of 1 per cent and on volume one-eighth of 1 per cent, according to the rate of turnover. Now, some departments are obliged to turn their stock three times, others seven, and one or two are expected to turn it from eight to eleven times, according to the kind of goods they sell. If they do not turn their stock the requisite number of times they do not receive the one-eighth of 1 per cent added to their sales commission; but the number of times they must turn their stock is predetermined by past experience. And I might say right here that it is harder for one of my buyers, unless there is a remarkably good 'seasonal' excuse, to hold his job after having made a certain turnover for several periods and then fall down away below his standard than it is for a new and virtually untried man to come up at first to the pace set for him by his predecessor.

"If the stock of any department head is turned over a full time more than the predetermined number of times, however, we add one-fifth more; while if it is not turned over a sufficient number of times we deduct one-fifth—that is, for a few times, or until he shows he is too slow for our establishment. On gross profits in excess of the expense of making sales, with due allowance for the ordinary depreciation, we pay 2 per cent. For every increase in the item representing depreciation on stock amounting to 1 per cent, or any portion of 1 per cent above 5 per cent, we add one-half of 1 per cent of the sum called for on gross profits in excess of the cost of making sales; while for corresponding decreases we deduct accordingly, finding the figure through multiplying 'bad stock' by 100 and dividing by 'good stock,' which gives us the percentage.

"Anyhow, the thing works like a charm, and during those three years—three hard ones, at that—we have been able steadily to encourage sales, increase profits, avoid serious losses on any item and keep down expenses, to say nothing of having our staff constantly working for big turnovers."

ADVANTAGE OF MOIST AIR IN ROOMS.

AS humidity of the atmosphere controls the distribution of the sun's warmth upon the earth, so does moisture in the air of the home have a controlling influence upon its comfort. If the air in a room is dry, the heat from stove, register or radiator strikes through this dry air readily, and, without being absorbed, rises quickly to the ceiling; while if the air is moist the heat is absorbed and the general temperature of the atmosphere of the room is perceptibly raised.

Clouds have a cooling effect on a hot day because they are masses of moisture, absorbing heat from the sun's rays before it reaches the earth.

While a damp climate is enervating in hot weather and biting in cold weather, nevertheless, a moderately moist atmosphere in the temperate warmth of the living rooms adds to comfort and works for economy and health. The air of heated rooms is nearly always too dry.

In dry air the evaporation from skin, throat and lungs is increased; illustration of this is the fact that woodwork and furniture usually swell when exposed to the natural summer atmosphere, while they shrink and crack in heated rooms in winter.

It is advisable to keep a bowl or open jar or two of fresh water in each heated room, giving the air a chance to absorb moisture from them rather than from your body and the furniture.

EARLY CHINESE PORCELAIN.

AT the Metropolitan Museum of Art may now be seen pieces of Chinese ware which show the development of the art of porcelain-making from its earliest period. One delightful quaint round jar of the Han dynasty, about 200 A. D., contains all the elements of true porcelain, though technically imperfect, but ready to be developed through succeeding dynasties to the final perfection. A pitcher and cup of the T'ang period shows a certain state of white transparency; there are Sung Ting bowls of eggshell thinness and delicate translucency, and following these the Ming porcelains of beautiful quality and design. There are also on view specimens of Hsuan Te and Ch'eng Hua eggshell and the so-called soft paste or steatitic porcelains, which, described by contemporary Chinese writers, had been supposed to be mythical.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

L C Scott, t, Campbell's, Pittsburgh. Wallick.
C A Pealer, hf, Berwick Store Co, Berwick, Pa. Breslin.
H E Claus, c, g, L A Witherill, Syracuse. 200 Fifth ave.
C R Rodgers, hf, Gouveneur, N Y. Imperial.
W W Towne, c, J V Farwell Co, Chicago. Breslin.
J F Cummings, s, J L Brandeis & Sons, Omaha. 1261 Broadway.
J A Vermette, s, Dupuis Freres Co, Montreal. Breslin.
P C Schaeffer, hf, c, s, Adam, Meldrum & Anderson Co, Buffalo. 230 Fifth ave.
C C Smith, c, g, t, hf, T Smith Co, Boston. 1239 Broadway.
F G Holden, t, Morgan & Co, Montreal. Grand.
G T Thibedeau, hf, New Bedford D G Co, New Bedford, Mass. 404 Fourth ave.
J W Howe, t, Kaufman Dept Store, Pittsburgh. 1261 Broadway.
P A Merkland, c, g, Sears-Roebuck & Co, Chicago. 115 Fifth ave.
Max Furchgott, hf, M Furchgott & Sons, Charleston, S C. 353 Fourth ave.
A J Scott, hf, c, g, l, Z L White Co, Columbus, O. Imperial.
Mrs M E Davison, s, Palais Royal, Washington, D C. 220 Fifth ave.
G Debus, s, Wm Hengerer Co, Buffalo. 2 West 37th.
J Moore, c, Denver Dry Goods Co. 200 Fifth ave.
Miss H Darmstadter, s, Snellenburg & Co, Philadelphia. 1261 Broadway.
J Samuels, l, R H White Co, Boston. 470 Fourth ave.
Ramon Rodo, t, Santiago de Cuba. 18 Broadway.

HERE'S PATRIOTISM FOR YOU!

EMPLOYEES of the Hazel-Atlas Glass Co., Grafton, W. Va., went to the office in a body one day last week and announced they would like to work on Labor Day and donate their wages to the different war relief organizations. The proposition was joyfully accepted, and the management announced that it would contribute an additional fifty per cent to the fund, which amounted to about $2,500.

AFFAIRS OF CARTWRIGHT BROS. CO.

A CIRCULAR-LETTER sent out by W. T. Tebbutt, receiver for the Cartwright Bros. Co., potters, East Liverpool, shows a very encouraging condition of affairs. After detailing the various steps taken for the rehabilitation of the business, he says:

"Believing that in time the Administration would insist that the potteries either limit their output or lessen the number of articles produced, I decided to manufacture an assortment of staple articles only. I standardized our product to less than two dozen articles, all of which I can manufacture in quantities economically and get through the kilns quickly.

"Recognizing the fact that clays and other materials were advancing, I have anticipated our needs. My monthly inventory for August showed clays, glaze materials, flint and spar to the extent of $10,000 more than was on hand when I took charge.

"I have cut off all commission salesmen. I am selling our entire output in white only through one channel.

"The six months during which I have operated the plant have demonstrated conclusively that the standardization and limitation of the product and the method of selling, with its attendant elimination of commissions and office work, is a practical and profitable one.

"Sales for the past six months were $110,111.34. When I took charge there was a preferred indebtedness made up of back salaries, pay rolls, book accounts and money borrowed on hypothecated book accounts to the amount of $9,765.28. I have paid all of this off, in addition to every debt and expense incurred by me as receiver. So that at the close of business August 8, 1918, I had accounts receivable $16,292.68 and a bank balance of $2,081.95."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, SEPT. 5, 1918.

THE capture of Lens means a lot to France, and particularly to that country's pottery industry, as it is the centre of the coal district. It will take a little time before actual shipments to Limoges can be made; but one big drawback to the manufacture of china is now removed.

AS our readers are aware, we have consistently and persistently advocated the cultivation of an export trade, setting forth that the time would come when such an outlet would be needed. In one particular that time has come. The going "dry" of the country next July will put an end to the demand for bar goods here. But the rest of the world will continue to drink wines and liquors, and those who have catered to foreign trade and established connections abroad will have a market to their hand. The sooner those who have neglected this field get busy the better it will be for them.

DISILLUSIONED.

THE big pay to be obtained at munition plants is often made the basis of demands for increased wages by workers in other industries, and they not infrequently desert their accustomed callings to take up war work. Very little is said, however, about the failure of these men in many instances to hold the new jobs. Skilled men can get and hold good positions in munition plants; but these are not over-plentiful. A foreman, a puddler, or an expert in some particular line may command from $15 to $20 a day; but out of thousands of employees there are not a dozen who reach those figures.

Lured by reports of large compensation, potters and glass men have left their places, only to find that the work in the munition plants was much harder than their accustomed labor, and the wages not as much higher as they expected. Furthermore, they have discovered that much of the increase came from overtime, and if they would work as hard and as long in their own trades they could make about as much money. Neither potting nor glass-making requires as much physical force as steel-working, and the foundry is much hotter than the vicinity of the glass furnace or pottery kiln.

PERSONAL.

THE roundup of slackers last Tuesday caused much inconvenience to the exempts who for one reason or another were caught in the net. J. B. Walker, with the United States Glass Co., over age, and of course with no card, was stopped three times within an hour, but owing to his genial personality escaped internment. R. L. Kahle, with the Liberty Cut Glass Co., with an air of supreme confidence reached for his identification card. He had left it at home. Hie captor was good-natured, and after explaining he was allowed to pass on. Both young men remained in seclusion for the rest of the day.

Otto Jaeger, of the Bonita Art Co., arrived in town on Tuesday for a conference with Cox & Lafferty, who represent the concern in New York, and incidentally to take a few days' rest, as he has had no vacation for a long time. He will be here for a week. He has some new things in decorated glass that the trade will be more than glad to get.

Guy C. Robinson, with Kinney & Levan, Cleveland, arrived in town on Tuesday for the dual purpose of buying goods and visiting his son, E. H., who has just been made a second lieutenant in the radio signal service. The young man is at Camp Albert Vaile, Little Silver, N. Y. Mr. Robinson will be at the Biltmore until the middle or last of next week.

Two important Chicago buyers to arrive in town this week were Max Miller, for Burley & Tyrrell Co., and S. W. Burgstresser, for Albert Pick & Co. The former is stopping at his college fraternity club, and the latter at the Prince George.

John Nixon, New York manager for the Fostoria Glass Co., returned to his desk on Tuesday morning fresh from a vacation spent with his family at their

summer home in Picton, Canada. He never looked more fit, and says he feels ready to grapple with the biggest order ever booked.

John J. Gibbin, with Henry Witte, received his expected call, and enters the naval service as a third-class yeoman.

Ernest Merrill, buyer for the New England Furniture and Carpet Co., Minneapolis, arrived in town the latter part of last week.

Henry Scott, salesmanager for the Wellington Glass Co., Cumberland, Md., is spending this week in New York calling on the local trade with Fred Hess, of the Horace C. Gray Co.'s sales staff, who has charge of selling the line for the latter concern.

Charles F. Patton, formerly with Koscherak Bros., who has just connected with Edward B. Dickinson as traveling salesman, leaves on his initial trip for the latter next Monday. His first stop will be Boston, after which he will make other points in the New England States.

Clair Kelly, superintendent of the Cambridge (O.) Glass Co., made a trip to New York last Friday and Saturday to consult with D. King Irwin, local representative of the company.

Harry Haywood, with Morimura Bros., came home this week from Canada, where he was visiting all summer.

Henry Nerlich, Toronto, is buying in the market this week. The house is celebrating the sixtieth anniversary of the foundation of the business. His father came from Germany in 1848, and in 1858 opened in Toronto.

Walter Bilger came to New York on Tuesday after a four months' trip for the Bradley & Hubbard Mfg. Co. which took him to Portland, Ore., then to Southern California, back along the Mexican border to New Orleans, Jacksonville, Fla., and so on up the coast to New York. He made only the principal cities, and reports a very satisfactory business.

Sprightly little Miss Carey, of the French Novelty Shop, Chicago, arrived in New York on Tuesday for a two weeks' buying trip, and is registered at the Wolcott. She buys anything that is novel or unusual. Miss Carey is well and favorably known in New York, having been with Mandel Bros. and previously with Marshall Field & Co., leaving the former to establish her own business last March. She has succeeded beyond her most sanguine expectations, friends made when in the department stores having given her their patronage. She is very bright, knows her business, and deserves all the success she has achieved.

E. W. Hammond has dropped the "Co." from his signs and signature, having dissolved the corporation, and henceforth will go it alone.

T. Ogawa, of Takito, Ogawa & Co., who has been at headquarters in New York for the past three months, left last Saturday for a visit to the branch office in Chicago for a few days before departing for Seattle, whence he sails for Japan.

Harry A. Bryce, formerly with Haviland & Abbot; and later with J. Duncan Dithridge, who entered the naval service as third-class yoeman, has been promoted to be chief of the third division in New York.

When F. C. Hoth, with Haviland & Abbot, who has been living at Ossining for the summer, was asked when he would return to his winter home he replied: "My sentence expires in thirty days."

Major Michael Friedsam, of the Quartermaster's Department of the National Guard, has been advanced to a colonelcy. Colonel Friedsam is president of B. Altman & Co.

W. F. Ellisson returned last Friday from a long Western trip for George F. Bassett & Co. which took him to the Pacific Coast. It is years since he was there before, and while he has always been enthusiastic about that section of the country comes back this time loaded to the muzzle in praise of the people in the West and Far West.

Fred C. Brey, with B. F. Drakenfeld & Co., returned to his desk with renewed energy on Tuesday after a two weeks' stay at Quaker Ridge, N. Y., during which he got such a bad case of sunburn that he was obliged to remain in bed for a day. His fine rosy color is the envy of all the girls.

W. C. Newland, in charge of the domestic department at Geo. Borgfeldt & Co.'s, will leave on Sunday night for a visit to the Western crockery and glass districts.

Justin Tharaud and J. Meredith Miller, who are members of the Home Guard, employed their time on Tuesday and Wednesday rounding up draft slackers—

the former in Newark, the latter in Weehawken, N. J. It is said that their shrewdness in weeding out the evaders of the law would make Sherlock Holmes blush with shame.

Percy N. Leyland, American representative of W. T. Copeland & Sons, arrived here from England this week preparatory to making his regular tour of the States.

Charles J. Dooley, with the Cowell & Hubbard Co., Cleveland, is registered at the Claridge.

Fernand Desmaison, well known for his long connection with the New York office of L. Bernardaud & Co. as traveler and right hand man to Manager James J. Temple, has been called for military service once more—this time with the American army. He sailed for France early in the war to join the French forces, and soon attained the rank of sergeant. After being wounded twice, and thus incapacitated for regular service, he returned to America. He has now been called by the local draft board; and on Saturday morning will leave for Syracuse, N. Y., where he will be assigned to a department in which his knowledge of the French language will make him very valuable.

WARNING GIVEN TO HONESDALE.

IN response to a call issued by President G. P. Ross of the Honesdale, Pa., Business Men's Association a number of the members, among them G. Wm. Sell and J. E. Krantz, of the Krantz-Sell Cut Glass Co.; E. V. Coleman, of the Irving Cut Glass Co., and Daniel C. Osborne, of T. B. Clark & Co., met last week to hear what J. B. Shannon, of Carbondale, had to say regarding industries in the non-essential class. He told them that he was sent to Honesdale by the Regional Industrial Director, of Scranton, Pa., for the purpose of having an informal talk with the manufacturers or their representatives. He urged all industries that were classed as non-essentials to be alert, re-arrange their plans, and be on the outlook to obtain some class of work that is needed by the Government. He stated that as Honesdale has several industries that are on the non-essential list, and that unless the captains of industry found something to replace their present output, Honesdale would be hit pretty hard until such time as it might regain its former activity. One of the objects of the visit of Mr. Shannon was to tell these non-essential producers the attitude of the Government and allow them time to equip their plants with machinery for making Government work, so that when the order comes they will be prepared to continue. Industries not complying with the Governmental order will receive no coal, electric power will be cut off, and they will not be furnished transportation, thus forcing them to close down.

Questions were asked by the different manufacturers present as to what industries were classed on the non-essential list. Mr. Shannon answered by stating that all textile plants and cut glass shops were classed among those necessary to first seek other lines of work.

THE FOURTH LIBERTY LOAN.

THE campaign for the Fourth Liberty Loan begins September 28 and closes October 19. While the amount has not yet been announced, it is generally conceded it will be for a larger amount than any of the preceding loans. The American people, therefore, are called upon to raise a larger sum of money in a shorter length of time than ever before. There is need, therefore, for prompt action—prompt and efficient work and prompt and liberal subscriptions.

We have a great inspiration for a great effort. The news from the battle front inspires every American heart, not only with pride and patriotism, but with a great incentive to do his or her part. There is no shirking, no shifting of the individual burden, no selfishness by American soldiers in France; there should be none here. We are both supporting the same country and the same cause—our army in one way, ourselves in another. Theirs is the harder part; but at least we can do our part as promptly and loyally and efficiently as they do theirs.

FRENCH CHINA PRICES.

NEW YORK, August 30, 1918.

Editor CROCKERY AND GLASS JOURNAL: In your issue of August 29th you claim that the advance on French China has been, roughly speaking, 70 per cent. I do not know where you got your information, but you were misinformed. At present the advances on French china are between 85 and 90 per cent. The advance in the Limoges market varies on decorated goods from 50 to 80 per cent; more on white china. The freight, which we used to get before the war at 90 francs per ton, to-day is 222 francs per ton. The packages for which we used to pay 15 francs before the war are now 27.50. So you see that 70 per cent advance which you claim on the French china is not correct.

Hoping that in your next issue you will enlighten your readers as to the correct advance, I remain,

Yours very truly,

JUSTIN THARAUD.

["When doctors disagree, who shall decide?" Various figures are given by different importers. When averaged, the result is as we stated.—ED.]

Glass For All Kinds of Industrial, Scientific and Illuminating Purposes:

Automobile Headlight Lenses

Macbeth, "The Lens with the Green Visor"
Eliminates Glare
Complies with All State Laws

Commercial Lighting Fixtures

Gauge Glasses (Tubular)

Regular and High Pressure

Glassware for Industrial, Technical and Scientific Purposes

Glazing Glasses

For Buffing Leather (Special Glass)

Heat Resisting Oven Door Glass

Illuminating Glass

For All Purposes
Residence, Commercial, Outdoor, etc.
Alba, Monax—Decora—Thebian

Inner and Outer Globes for Gas and Electric Arcs

Pearl (Clear) Glass
Thermo (Clear) Heat Resisting
Alba for Diffusion

Laboratory Glass

More resistant to reagents than any other glass

Lamp Chimneys

"Pearl Top" and "Pearl Glass"
"High Speed" Heat Resisting, especially adapted for railroad use

Lantern Globes

Clear and Colored in accordance with U. S. A. Specifications

Lighthouse Lenses

Meter and Relay Cover Glasses

For protecting and making visible delicate mechanism

Miners' Safety Lamp Glasses

"Special Heat Resisting Glass"
Cheap Mine Insurance

Oil Cup Glasses

Cylindrical for lubricators

Parabolic and Lens Mirror Reflectors

For signaling purposes
Accurately ground and Optically correct

Thin Blown Tumblers

Plain, Stamped, Banded, Etched and Cut

Vapor Proof Globes

For ship and tunnel lighting

Water Gauge Protector and Peep Hole Glasses

Special Glass resistant to mechanical shock and chemical action

SEND FOR CATALOGUE ILLUSTRATING THE KIND OF GLASS IN WHICH YOU ARE INTERESTED

Macbeth-Evans Glass Company

PITTSBURGH

DISTRICT OFFICES

Boston.....60 High Street
Buffalo.....707 Mutual Life Building
Chicago.....159-161 West Lake Street
Cincinnati.....Pickering Building
Cleveland.....Wilbrand Building
New York.....The Berkeley Building
Philadelphia.....1613 Chestnut Street
Pittsburgh.Chamber of Commerce Building
San Francisco.....Rialto Building
St. Louis.....Laclede Gas Light Building
Macbeth-Evans Glass Company, Ltd.
Toronto, Ontario.....160 Bay Street

GETTING IN SHAPE FOR FOREIGN TRADE.

AMERICAN exporters, and those manufacturers who have come to see the advantages of foreign trade, are preaching preparedness for the handling of world trade after the war as they never did before. The old practice of relying on traveling salesmen for this business, salesmen who, in the majority of cases, carried a number of lines and were in effect traveling commission merchants, is giving place to the establishing of foreign offices by each individual exporter and manufacturer to a much greater extent than has ever been done in the past.

In the development of American foreign trade it has long been recognized that representation abroad by American business men rather than by native houses is of the greatest importance if American goods and methods are to be successfully introduced in those markets. Houses in this country, therefore, which are laying plans now and building up an organization to take advantage of world-trade opportunities which it is thought will follow closely on the heels of peace, are devoting a great deal of attention to the selection and training of men of proved ability to establish branch offices for them abroad and to act as their representatives in those markets.

Now, more than ever before, it is realized that foreign representatives must be men with sufficient knowledge and training to be given full authority to act for the firm when occasion arises without having to await confirmation of their transactions from the home office, says the "New York Times." In order to take this responsibility on their shoulders, it is pointed out that they must not only be thoroughly familiar with the house they represent, but that they must know also the factory conditions and the methods of manufacturing involved in practically all the lines they handle.

For this reason, it is held that one of the most important phases of their training is the time they spend in the various factories that turn out the lines of merchandise which they are to sell in their foreign territory. Many exporters in this city are consequently sending men they have selected to represent them abroad to spend several weeks and sometimes a month at each of the plants where the goods they export are made.

It is also said to be more generally recognized that tact and diplomacy in introducing American goods and methods in new markets are of prime importance, and that these points are being considered when selections are made for foreign representatives. The old idea that goods from this country can be crammed down the foreign merchant's throat by bluff and bluster is giving place more and more to a realization of the fact that it is best, first to give the foreign buyer what he wants the way he wants it, and later to "suggest" that he try out a line which "embodies some new ideas for his market."

A prominent South American exporter mentioned the case of a large manufacturer of official goods who introduced his line in South America as an example of this method. This concern first covered the South American markets thoroughly to see what was wanted. They then took orders from the local merchants, giving exactly what was wanted. Later they conferred with these merchants, getting their ideas as to some changes and giving their own as to what would go in that market.

The result of these conferences was some trial orders for what was really the manufacturers' standard product. The goods were shipped down and put on sale. They took so readily, and so far surpassed the type which had originally been called for by the local merchants, that now practically nothing else is ever specified. But, it was pointed out, had this manufacturer gone on the other tack, calling the foreign buyer crazy for wanting anything else and refusing to sell him anything but his standard products, the chances are ten to one that these markets would still be closed to this concern. It was a pure case of tact and diplomacy winning; and it is said that foreign representatives who can successfully carry on such a campaign are the ones who are being selected.

High authorities in the local export field believe that this country is on the verge of the greatest era in the whole history of its export trade. It is for this reason that they are devoting so much time and thought to caring for the increased business they expect. It is generally felt that none of the countries in Europe will go back after peace is declared to the low scale of wages which formerly obtained, and that industry throughout Europe will no longer be partly on a home-work basis, but will be done mostly in factories as it is here. Thus the American manufacturer will be on a more equal footing with his European competitors, it is said, and American ingenuity and the quality of American-made products are counted on to swing a larger portion of the world's trade to the doors of the United States than this country has ever enjoyed before in normal times.

OPEN-WINDOW CRANKS.

ONE of the most pronounced nuisances with which travelers on railroad trains have to contend is the open-window crank. This fellow—for he is usually a male instead of a female—persists in having his window open, no matter whether other occupants of the car dislike it or not; and it usually results in the other passengers thereabout receiving a liberal supply of dust and fine cinders, as well as enough soft coal smoke to last them the remainder of their lives. These open-window cranks are almost always occasional travelers. It is noticed by those who have taken the pains to observe that the regular traveler—that is, the man who rides

Continued on page 22.

THE

Homer Laughlin China Co.

East Liverpool, Ohio. Newell, W. Va.

every day in summer—never opens the window beside the seat in which he is riding. It does not mean any more comfort for him to do so, as he long ago discovered, but much discomfort instead.

As soon as a railroad car starts to move there is more or less air stirring, and if the open-window cranks would only compose themselves a few moments they would be far more comfortable than they would to breathe coal dust, smoke and cinders. But the average occasional traveler will push up his window as soon as he enters the car.

It makes no difference to him how much the rest of the car suffers—he is the only one to be considered. It is a practice that causes great discomfort to passengers who have the necessary sense to know that everybody is better off if the windows are closed on hot days. And it is always noticed that these open-window artists invariably leave the window open when they depart. The first, last and only thought is for themselves—no one else counts.

THE OLD AND THE NEW.

THE action of the Executive Committee of the White Mountain Travelers' Association in canceling the annual banquet for this year and asking the members of the organization to send their respective dollars to the Red Cross fund calls attention not only to the prevailing American spirit of sacrifice in a national crisis, but also to the live wires and good fellows who compose this and other bodies of traveling salesmen.

"Drummers" they used invariably to be called; but that was before they arrived at the degree of business dignity which now characterizes them. In those days one could spot a drummer as far as one could see him, says the "Manchester (N. H.) Union." He blew into town with the air of one who was monarch of all he surveyed—and usually he was, in a way. He brought with him the latest and choicest stock of commercial samples and subterranean stories, and he made his bid for orders for the former by regaling the merchant and his cronies with the latter. He carried good cigars, which he distributed with a lavish hand. Sometimes he bent his elbow in the company of other convivial fellows, and drank toasts which he would not have liked his wife and daughters to hear. He wore sporty clothes, and feminine charmers were as susceptible to him as he was to them—which was some susceptible. He knew everybody, from Fifth avenue to Wayback Four Corners. On the trains he was apt to talk rather loudly—when he was not exchanging wireless messages with some demure but more or less sophisticated fellow-passenger of the opposite sex.

But that's all flung behind him, long ago and far away. To-day, as you observe the trains and the streets and the busy marts of trade, you can't tell a drummer from a lawyer, a schoolmaster, a newspaper man or a minister. He comes into town like a man with a single, serious purpose in mind, and that to sell goods. He sells them, and is on his way to the next town for the same serious purpose. If he has in his possession a line of unexpurgated and uncensored ancedotes he is so busy that he never—oh, well, hardly ever—relates them. He still carries good cigars, and is as liberal as ever in their distribution, though he distributes them judiciously and without ostentation. He is comparatively a stranger to the aproned individual behind the glass-laden bar. His clothes are quiet—even noiseless—but good. Not all the charms of Cleopatra, Helen of Troy and the Queen of Sheba combined can divert his attention from his business when he is away from home, and he has only one home and only one wife, to which and to whom he is devoted.

The days of Sunday poker are long past; the drummer may have known them, but the traveling salesman does not. The chances are, at least, even that he belongs to the Gideons, and that he actually reads the Bible which that band of worthy traveling salesmen has placed in his room at the hotel; and on Sunday he goes to church or remains quietly at home, reading about baseball and the war.

In his line, as in every other, modern competition has tended to weed out the frivolous and the unreliable. Generally speaking, only those who are in earnest, and whose minds are on their business, remain. He and his comrades are as big-hearted, as genial and as happy as ever in the days of old. No more loyal bunch exists on the face of the earth—loyal in friendship, loyal to employers, loyal to country. It may be that because their air is increasingly that of business dignity the public consents to abjure the shorter and more convenient term "drummers" and refers to them gravely as "traveling salesmen."

Anyway, God bless 'em! They're doing their bit.

HOW ALL CAN HELP.

THOSE who regard the sale of War Savings Stamps as a side enterprise, or as something that appeals mainly to children, totally miss the purpose behind a plan which is one of the best thus far evolved for war purposes. In the last analysis the selling of these stamps is the fitting of the whole nation to sustain the burden of the war. It is the application to war finance of the principle of universal service. It aims to enlist all of the American people in direct support of that gallant minority among them who have answered the call to arms and prepared themselves for the firing line. War Savings Stamps supply the final and conclusive answer to the question: "How can we all help?"

. . . THE . . .

Edwin M. Knowles China Co.,

East Liverpool, Ohio.

American Dinner Ware,

BEST QUALITY.

Famous Mayflower Shape.
Cumberland Plain Shape.
Mt. Vernon Fancy Shape.
Welt Edge Hotel Shape.
Cable Plain Shape.

FURNISHED IN MANY ATTRACTIVE DECORATIONS.

VITREOUS
EDWIN M. KNOWLES CHINA CO.

VITREOUS
EDWIN M. KNOWLES CHINA CO.

VITREOUS
EDWIN M. KNOWLES CHINA CO.

DRAFT MAY AFFECT THE LARGE STORES.

THE operation of the extended draft law is causing considerable concern among the retail merchants of the country. The problem of obtaining and of keeping sufficient help to conduct business has been a trying one ever since this country entered the war, and promises now to be increasingly serious. Not only will further inroads be made on store help, but there is great speculation as to what would result from the promiscuous drafting of department heads and store executives whose places would necessarily be even harder to fill.

"Merchants have already felt the scarcity of labor, but they are going to feel it much more in the not far distant future," said E. L. Howe, Executive Secretary of the National Retail Dry Goods Association, in a talk with a reporter. "In such a situation, the question quite naturally simmers down to one of the elimination in the stores of every kind of work which is not absolutely necessary. It means giving priority to the most essential work, leaving to what help is left the less necessary duties and services. In so far as the help available for the less important services is insufficient to handle those services effectively, just so far must they be discontinued. The situation is resolving itself, not into a question of what we would like to do, but of what we have got to do.

"Undoubtedly, when the extended draft law is put into operation many store executives and department heads will qualify in Class 1 and be taken into military service. As to whether or not the new law will be either more or less drastic than the present one, in its 'work or fight' regulations governing those placed in deferred classifications, remains, of course, to be seen. But merchants are hopeful that Provost Marshal General Crowder will recognize the important and essential functions which the stores perform in their respective communities, and that already their forces have been seriously depleted by drafts and enlistments. It also might be borne in mind that the stores are endeavoring to do all in their power to meet Government needs, and to release people who can be eliminated or replaced by others not suitable for Government work. It is the belief among merchants that General Crowder will appreciate that to change the present ruling as regards store executives and department heads in deferred classifications would be disastrous to retail trade generally."

SEARS, ROEBUCK & CO. APPEAL.

AN appeal from an order by the Federal Trade Commission has been taken by Sears, Roebuck & Co., Chicago, who have petitioned the U. S. Circuit Court of Appeals to review the Commission's order requiring them to cease and desist from unfair and misleading advertising.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half nch of space (35 words). PAYABLE IN ADVANCE.

TO MANUFACTURERS.

DR. T. POOLE MAYNARD, of Atlanta, will have on exhibit at the Chemical Exposition, Grand Central Palace, New York, booths 234 and 235, beginning September 23, whiting from the Georgia Mineral Products Co., chiha clays of the Interstate Clay Co. and crucible clays of the Southern Ball Clay Co. Our specialty is supervision and standardization of raw materials, and the manufacturer can depend upon uniformity when using any materials under our supervision. Make this booth your headquarters.

HELP WANTED.

WANTED—A man as buyer and assistant manager by a prominent Eastern importing and jobbing house. Must have a thorough knowledge of the china, crockery and glassware lines. State experience, age, and salary wanted. Communications strictly confidential. Address A 180, this office.

FOR SALE.

GLASS PLANT FOR SALE.—Dunkirk Glass Co.'s plant for sale, consisting of over two acres of ground with one 12-pot furnace in two-story building 150 x 80; also 8-pot furnace in building 80 x 60; also a two-story cement block building 40 x 80. Terms to suit. Switch on property connecting with five railroads. Immediate possession. Address LAKE SHORE SEED Co., Dunkirk, N. Y.

CHINA

OF DISTINCTION

in quality and appearance—attracts a class of customers with ability to pay for the best.

This exceedingly attractive asset can be acquired by carrying

SYRACUSE CHINA

ONONDAGA POTTERY CO.

SYRACUSE - - - - NEW YORK

Fifth Avenue Bldg., Room 1007, New York City
58 East Washington Street, Chicago, Ill.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 12, 1918.

CONDITION OF TRADE.

New York Little or no change is noted in the condition of trade with the importers. The salesmen on the road for the French houses are doing fairly well under existing conditions. No very large orders have been booked; but that could hardly be expected. The English traveling salesmen are preparing to leave. One has already gone.

The Japanese houses carrying stocks are doing a big business for immediate delivery and are also booking good orders for 1919. Their ability to supply retailers with goods has kept many a concern going.

The few buyers who have come to market this week have followed the tactics of their predecessors: they have picked up a few odds and ends in novelties, but have not bought largely on import. It seems to be the consensus of opinion that, with the high prices and no guarantee that the figures quoted will be the prices when goods are delivered, it is just as well to go slowly. We hardly agree with this idea, however, as there is no prospect of lower prices for months to come, and the shortage will increase rather than diminish.

The domestic potters are still getting a lot of business, and although transportation conditions are better, and many more goods have been shipped, the order files are still full. Government business shows no sign of falling off. On the contrary, it is expected that when the new draft becomes effective many more goods will be needed. There may be a further shortage of decorated goods owing to the Government demand for white ware and the lack of help.

The fall demand for glass to date has not quite realized expectations. Local agents complain that New York City buyers are not taking as much glass as they should at this time of the year. Buyers do not like the high prices. But what can the manufacturers do? They would prefer not to charge high rates, but must in order to cover themselves. There is not a single item of raw material that is not high in price, and labor is insistent in its demands. The idea that the glass manufacturers are making barrels of money is erroneous. They are making a legitimate profit, and that is all.

There is an export market if we only had the ships to supply it. A big shipment for Manila, held up for six months, was only delivered last Friday.

The special sales now on in this city are an unqualified success. The stores have been thronged, and the people's willingness to buy is shown by their rapid decisions. Prices are low, as most of the goods offered were bought months ago, and consumers rightly assume that if they delay making purchases they will have to pay more later on.

Retail trade generally throughout the country, except in isolated places, is good. The call, however, is for low- and medium-priced wares.

Very fine and high-priced dinnerware moves slowly.

There is hardly any call for ornamental goods, and little likelihood that there will be any great demand for purely decorative fine pieces for some time to come. And yet, in apparent contradiction of this statement, wood and silk lamps, which are purely for show, have been readily taken in the special sales.

A week may change the complexion of trade in New York. Many well-to-do people who were expected back from their summer sojourns have not yet returned, and numbers of homes are still boarded up. When these are opened it may be that the owners will find it necessary to replenish their table furnishings.

Pittsburgh and Vicinity

Packers' glassware continues in heavy demand, jelly tumblers being in particular request. A fair amount of business is being received by different manufacturers for popular-priced light cut ware. Orders for lighting glassware are more frequent, a number being for goods for Government use.

East Liverpool and Vicinity

The general demand for both white and decorated ware continues active, and Government business remains at former high levels. The call for hotel ware is as loud as ever, and concerns are now making it which never before gave it a thought. Transportation is in very good shape at this time.

CHEMICAL EXPOSITION OPENS SEPT. 23.

MORE than 350 exhibitors have signed contracts to date for space at the Fourth National Exposition of Chemical Industries to be held in Grand Central Palace the week of September 23-30. This means that all of the floor space on the three available exposition floors of the building will be filled to capacity with the most interesting and varied displays relating to the chemical industry and its thousands of ramifications.

An elaborate programme has been arranged for the week, the subjects elucidated on Wednesday and Thursday being of particular interest to glass manufacturers and potters.

Wednesday, Sept. 25, Afternoon: Potash—C. A. Higgins, "Recovery of Potash from Kelp." Linn Bradley, "Recovery of Potash from Iron Blast Furnaces and Cement Kilns by Electrical Precipitation." John W. Hornsey, "Potash from Desert Lakes and Alunite" H. W. Morse, "Potash from Searles Lake." Evening: Motion Pictures on Alkali Industries—"Electrical Precipitation of Potash from Cement Dust"; "Colloid Chemistry."

Thursday, Sept. 26, Afternoon: Ceramics (American Ceramic Society Meeting)—L. E. Barringer, "Manufacture of Electrical Porcelain" (illustrated motion pictures). A. W. Bleinginger, "Recent Development in the Ceramic Industries." H. Reis, "American Clays." F. A. Whitaker, "Manufacture of Stoneware" (illustrated by slides). J. B. Shaw, "Fuel Conservation." S. C. Linberger, "Carborundum Refractories," Emerson T. Poste, "The Manufacture of Glass Enameled Apparatus" (with lantern slides). These will be followed by motion pictures on the ceramic industries for the evening programme, as follows: "Glass Making" (Corning Glass Works, one reel). "The Making of Cut Glass" (two reels). "Manufacture of Electrical Porcelain" (one reel). "The Making of Pottery" (one reel).

THEIR APPALLING BURDEN.

IN England and France I have seen things which I wish could be burned into the conscience of every business man in the United States, says a writer in "The Nation's Business." I have seen factories in ruins, office buildings blown into bits, commercial districts miles in extent lying deserted and silent grass growing in the streets like places of the dead—everything that years, perhaps hundreds of years, of patient industry had built up and passed on as a heritage from father to son, all vanished.

We in America have known nothing like this. We can know nothing like it. Thanks to our Allies, these experiences will be kept from us. That factory of yours in New England, that mine of your neighbor's in Michigan, that farm I own in Iowa—they are being protected to-day by the untold sacrifices of the soldiers, the business men, the women, of England and France.

Why, then, should we complain? Why should we protest that our business is ruined? Why should we bewail lessened profits, cavil at high prices, inconveniences, hard conditions? Why should we rage at the disaster that overtakes our business?

Our business? Our profits? Our lives? Good God! will we ever open our eyes to see the truth? Can we ever repay the debt we owe? The time has come for us, the commercial men of this country, to relieve our French and British Allies overseas of their appalling burden. Their soldiers are now our soldiers, as truly as if they wore our uniform; and ours are theirs.

WORTH MORE THAN ITS PRICE.

KANSAS CITY, MO., August 20.

CROCKERY AND GLASS JOURNAL: We enclose draft for $2 in payment of subscription bill, which please receipt and return.

Your esteemed JOURNAL is well worth the price and more. Yours very truly,

T. M. JAMES & SONS CHINA CO.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Workers in two branches of the glass trade have turned down the offer of increased wages made at the recent conference between manufacturers and operatives. This, it is said, will not necessarily result in a strike, but will of course mean the calling of another conference. The chimney and paste mold workers are the dissatisfied ones. On the heels of their action comes the Government notification to manufacturers that production should at no time be limited, and that everything possible should be done to speed production while fuel is plentiful.

The demand for glassware and lamps for foreign countries continues active, but shipments are few, manufacturers having all they can do to supply domestic needs. A well-known French firm wants glassware; another concern in France wants glassware of all kinds, oil lamps and burners; a department store in Chile is seeking fine glassware and china; a large wholesale house in South Africa has written here for prices on American pottery, tableware and lamps; an East India firm wants American glassware.

The Pittsburgh Lamp, Brass and Glass Co. has created a fan that is propelled by heat from a small alcohol lamp. It is made in similar sizes to the electric variety, the only difference being that the height of the fan stand is about eighteen inches.

Department stores in this city do not open for business until 10 o'clock in the morning. Offices are in the same boat. An order has been issued by the Fuel Administrator that power for the benefit of munition plants must be conserved.

"Sailing dates," as they are being called, are inaugurated by railroad officials in this territory—meaning that only freight for certain points will be accepted at designated receiving places on particular dates. The purpose is to prevent congestion at the different local receiving stations. The rule does not apply to solid carlot shipments. The plan has been accepted with good grace by traffic managers of local glass plants, and shipments are getting through quicker than formerly.

The demand for oil lamps hereabouts within the past fortnight has been very heavy, and a number of specially-designed hand lamps are now being made by some glass manufacturers.

It is not likely that any effort toward the rebuilding of the burned plant of the Tarentum Glass Co., at Brackenridge, Pa., will be undertaken this season.

Robert Kearns, a well-known local glass and pottery salesman, and formerly a member of the brokerage firm of Tanner & Kearns, of this city, has been named as a member of the Board of Registration for the 18 to 45 draft.

Government buyers of glassware were in the district last Friday and Saturday and placed liberal specifications.

Certain railroads that formerly made generous use of imported glassware for various purposes have now turned to domestic manufacturers for their requirements. Special designs of tumblers and lighting glassware are now being ordered in very liberal volume by these interests.

In order to obtain women for special work, the Imperial Glass Co., Bellaire O., is advertising in Wheeling newspapers, offering $11 to $14 per week with an eight and a half hour day.

After being closed down for repairs the North Wheeling (W. Va.) Bottle Co. has resumed operations. About 150 employes are engaged, working three shifts of eight hours each.

Important Government contracts were closed last week by the United States Glass Co. The company has been devoting the activities of several factories to

Government work, and the fact that more large orders have been placed shows the favor with which the finished products have been received by Government inspectors.

EACH "THE FINEST."

THEY are coming down the homestretch, and it is any man's race just now. The Commodore Hotel, adjoining the Grand Central Terminal, the largest hotel in the world, and the Pennsylvania Hotel, also the largest hotel in the world, and adjoining the Pennsylvania Terminal, are staging a contest in speed of construction such as New York seldom has seen, and it is the earnest contention of the architect and superintendent of construction of each of the establishments that he will throw open the doors of his building at an earlier date than the other.

"Huh!" seems to be the attitude of the towering Pennsylvania, as it looks prima-donnaishly across Manhattan Island upon the not quite so tall but quite as wide Commodore. "Where d'you get that stuff—trying to beat me? I am the biggest, finest, costliest and most elaborate piece of construction you ever saw."

Whereupon one almost can hear the giant Commodore reply: "You poor simp! Try to belittle me, the Commodore, eh? I'll show you where you get off!"

And the race goes on. Each day the Commodore, said by persons who should be competent to judge to be the most commodious hostelry ever attempted, sees another floor laid or another set of windows put into place; and if one travels across to the Pennsylvania he will see practically the same amount of work accomplished in the same length of time there.

It appears that the builders of the two hotels have fallen into a race resulting from an unconscious observation of one another's progress, a great deal in the same manner as two automobilists, coming side by side and traveling in the same direction, suddenly find themselves putting on speed and trying to "pass." This race between the two hotels has become a source of amusement and interest to building circles in New York, says the New York Herald. Each of the builders employs about the same number of men. Each has practically the same sources of obtaining material, and each of the hotels is so nearly the same size that it would be difficult to attempt to distinguish between them.

Samuel J. Munro is superintendent of construction of the new Pennsylvania. Sitting in his office adjoining the structure amid a maze of blue prints, he said there would be twenty-two hundred rooms in his contestant. John E. Bowman, who is to operate the Commodore, said there would be "two thousand rooms, or such a matter," in the Grand Central zone structure. Mr. Munro said he heard they were receiving their rivets over at the Commodore now by parcel post. Mr. Bowman said he disliked very much kicking so much dust backward in the Pennsylvania's face, but he was in a hurry and couldn't wait.

The Pennsylvania's excavation work began in May, 1916. So did the Commodore's. The war has made labor and material scarce for the Pennsylvania. The Commodore has had the same difficulty. The Pennsylvania, they say, is to cost $10,000,000. The Commodore will cost every bit of that, or more.

The Pennsylvania is to be thirty-one stories tall, counting basement, sub-basement, mezzanine floors and roofs. "Old stuff! Old stuff!" returns the Commodore. "We're thirty stories without basements or roof."

"We've got two thousand drawings of our different kinds of equipment," says Mr. Munro. "That ought to hold 'em." And then he sits back and hears that the Commodore's silverware bill alone is to be $250,000 and that it has two linen mills in Belfast working day and night turning out napery.

But that is all beside the question. The real race is in time. The Pennsylvania will be the largest hotel in the world. Ditto, says the Commodore. And there the matter rests.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

E A Mason, c, g, Tilden-Thurber Co, Providence, R I. Continental.

S Fleischer, hf, S Salomon Co, Baltimore. Broadway Central.

Miss Frey, c, g, H L Boughton Store, Catskill, N Y. Continental.

G Brewer, c, g, hf, Burlington, Vt. Continental.

J E Fronani, hf, g, c, and G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

B W Sachse, s, Marshall Field & Co, Chicago. 1107 Broadway.

F L Gavitt, c, g, H B Gavitt Co, Westerly, R I. Continental.

C S Stifft, c, Little Rock, Ark. Cumberland.

Miss F Allen, s, Stewart & Co, Baltimore. 2 West 37th.

C W Benzow, t, Wm Hengerer Co, Buffalo. 2 West 37th.

W B Stanton, g, Stewart & Co, Baltimore. 2 West 37th.

J A Cooke, hf, Hammond & Cooke, Monticello, N Y. Herald Sq.

C J Robinson, c, g, Jordan-Marsh Co, Boston. 432 Fourth ave,

A Rosner, c, g, hf, Loveman, Joseph & Loeb, Birmingham, Ala. 116 West 32d.

F Pollard, hf, Hearn D G Co, Shreveport, La. 1150 Broadway.

F H Sturtevant, l, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.

R Heine, c, Talledega, Ala Breslin.

W M Oddie, hf, Griggs Co, Cleveland. Imperial.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The officials of the decorators' union who wrote to Washington to ascertain whether or not decorated ware was classed as essential received a jolt when they found the reply was in the negative. A number of male gilders are now leaving the trade to seek employment in mills and factories making war materials. The result will be that female help will be employed wherever possible in the decorating departments.

* *

At a special meeting of the United States Potters' Association this week additional substantial increases were granted dishmakers, including a higher price on hotel ware and a fifteen per cent bonus where large dishes are made and a helper employed. Saggermakers working on sagger-making machines will receive seventy-two cents per hour. The changes become effective the first full pay after September 10. Manufacturers from Trenton, Sebring and other places attended the meeting.

* *

The recent ukase of the Quartermaster-General that henceforth all requisitions for crockery must come from Washington has for the time being halted the flow of orders. The check is only temporary, however, pending the reorganization of the purchasing department.

* *

Among buyers visiting the market recently were Frank Krenning, of the Krenning, Westerman China Co., St. Louis, Mo.; Mr. Fries, for the Erie (Pa.) Dry Goods Co.; Mr. Burdett, for J. B. Sparks & Co., Charleston, W. Va.

* *

The D. E. McNicol Pottery Co. is now showing a full line of semi-vitreous hotel ware, the first pieces having come through the kilns last week.

*

Contracts are now pending with local builders for the erection of seven continuous kilns in the Western pottery district this fall. The first two will be built immediately at the plant of the J. B. Owens Pottery Co., Zanesville, O., where it is reported a line of fireproof cooking ware in addition to hotel china will be produced.

* *

The cooperage shop at the East Liverpool Potteries Co. was destroyed by fire of unknown origin last Wednesday afternoon. This is the second mysterious fire that has occurred here. There will be only slight delay in making shipments, as the concern immediately arranged to obtain packages from other sources.

* *

John J. Herrod, of the Ohio Pottery Co., spent several days here recently placing orders for additional machinery equipment.

* *

The demand for plaques this season, while not as active as in former years, continues good for those special designs which show the colors of the Allied nations. Canada has been an active buyer of this specialty, and in the West and South the decoration featuring the American colors has been in big demand.

* *

Very few letters instructing manufacturers to cancel back orders are being received. Sales managers say ware is so badly needed that no matter how long ago the order was given the customer is willing to take the merchandise at the price prevailing at the time of shipment.

* *

A complete line of hotel ware is also being shown for the first time by the T. A. McNicol Pottery Co. Additional jiggers have been installed, new stove rooms built, and other departments augmented to take care of this new business. Shipments will begin immediately.

* *

Additional stars are being placed on the service flags in all pottery plants hereabouts. Every batch of selectives leaving here contains more or less pottery workers.

* *

The plant of the former Clay Casting Co., at New Cumberland, W. Va., has been taken over by Wheeling

interests, and remodeling of the plant is expected to begin at once. Vitreous hotel china ware will be made, and manufacturing is hoped for in October. Materials are in stock, and only a comparatively small amount of work is to be done before the clay shops can be started.

* *

Every day the local newspapers contain advertisements for pottery operatives—clay shop and kiln workers being in heaviest demand. To make matters worse for the local plants, West Virginia, Central Ohio and Pennsylvania pottery manufacturers are all turning to this district for help.

* *

J. Garce, of Chile, has been placing orders for pottery machinery here. He says there is good china clay in his country, and he and his associates are going into the pottery business. It is said that he has invested about $100,000 in machinery.

TRAINING NECESSARY TO SELL GOODS.

IN my opinion there is no such thing as a "natural gift for selling." One may have natural gifts which, if properly developed and utilized, will make one an exceptional salesman, but there is no such thing as a born salesman, any more than there is such a thing as a born race-horse, says a writer in "Collier's." A thoroughbred colt may be perfect physically and come from a family of winners, but he can never be a winner without training. Left to himself, he will fail to take sufficient exercise to develop his heart, lungs and motive muscles in the manner in which they must be developed if he is to become a winner. There is this important difference between horse and man: that a human being can train himself, while a horse cannot. Horses have only instinct as their guide; men and women have intelligence. Good salesmanship is the product of intelligence habitually applied to the salesman's daily intercourse with his potential customers.

HOW TO GREET A CUSTOMER.

THE best approach a retail salesman can use, when an unknown visitor enters his store, consists of a pleasant smile and a courteous "Good morning!" or "Good afternoon!" But many salesmen smirk when they think they are smiling, and others mistake servility for courtesy. There must be sincerity in your manner. If you are a retail salesman—or saleswoman—you are not properly tuned up to your job until you regard every visitor to your store as a welcome guest and habitually endeavor to make all shoppers realize that fact by your reception of them. You can't merely pretend to feel that way about the people who come to the store; you must actually feel it. In my opinion, says a writer in "Collier's," one of the first things a retail salesman should do is to develop the right mental attitude toward the customers of his store. He should learn to think of them as friends, so that his greeting of each customer will instinctively be a genuinely friendly one. When you join a fraternal organization you adopt toward its members a relationship based on the assumption of mutual tastes and interests. You feel at least a little closer to your lodge brethren than to the average member of the general public, and accordingly you put a little more friendliness into your salutation of a lodge brother. Every prospective customer who enters your store should mean more to you in a material sense than any of your fellow lodge members. Your lodge may help bury you, if necessary, but the customers of your store are helping to keep you alive and are offering you daily opportunities to improve your condition in life. The people who visit your store, even when they have no immediate intention of buying, are good friends of yours, although they may never have heard of you. Therefore you should think of them as friends, and you should greet them as friends.

DOING VERY WELL, THANK YOU!

THE following extracts from answers to questionnaires sent to glass manufacturers by the Tariff Commission show how the industry has adjusted itself to the changed conditions by resort to substitutes:

1 "Silica sand, soda ash, lime, litharge and albana are some of the principal items we used in 1914. These are all domestic products. We also used carbonate of potash (pearl ash) and nitrate of soda, the former imported from Germany and the latter from Chile. Domestic soda ash has been substituted for pearl ash, and nitrate of soda still remains a staple import. The smaller items imported in 1914, such as manganese from Russian Caucasus, antimony from France or Japan, arsenic from England, and powdered blue from Germany, have been substituted more or less satisfactorily by similar articles of domestic origin. For some special grades of glass the use of potash or pearl ash is much to be desired, but for general purposes we would not expect to revert to the use of various imported chemicals unless price was decidedly in their favor."

2 "In 1914 we used sand, soda, lime, and arsenic from the United States, antimony from France, cobalt from Canada, manganese from Russia. We now use sand, soda, lime, selenium, cobalt, and zinc.

3 "Since the war, in place of carbonate of potash we have been using lepodolite. In the line of goods we make we can not say that our goods are inferior by substituting lepodolite for potash. Have continued right along with our regular line and have not stopped

on account of imported materials, etc., and have made glasses which they claimed could not be produced in this countrry. Inasmuch as the goods we have been making, using all domestic materials, are giving satisfaction, we do not intend making any change after the war."

4 "Hydrated carbonate of potash we formerly purchased through export agents in New York as having come from Austria and Germany. We are now using as a substitute for this material sodium carbonate and sodium nitrate. The substituted domestic materials have not resulted in any inferior or quality of glass, but the color was very hard to control in the first experimental stages. We are at the present time having no trouble, and would not substitute hydrated carbonate of potash or return to its use after the war."

5 "In the manufacture of glass lamps before the war we did use chromate potash, bichromate potash, chromate copper, and chrome borate. We have found that we can make glass without these substances. We thought we had to have them, and did not know that we could make glass without them. They are colors, and we substitute for all of them now simply oxide of chrome, which can be obtained here. It was a discovery forced upon us. We had to use it. The others were imported dyes before the war, and we shall never buy them again. The way we are making it now is cheaper."

6 "Prior to 1914 we made a line of iridescent and crystal glass and some decorated. Since the stoppage of European imports of glassware we have made a very extensive line of decorated ware. In 1914 we used manganese from Russia and arsenic from England, but have not used them for some time. We are, however, using as substitutes very satisfactory chemicals from this country."

7 "For making bottles in 1914 we used sand, soda, lime, arsenic, cobalt, all United States products, and manganese imported from Russia. In 1917 we substituted selenium, a domestic by-product of copper, for manganese. The domestic substitute enables our company to produce a better quality of ware."

8 "Before the war we used Saxon manganese. Since then we have been unable to get it, and are now getting it from various sources, mostly Canadian. It will not be necessary for us to use Saxon manganese after the war, as the present product answers our purpose just as well."

9 "We used imported arsenic, kryolith and manganese before the war and have substituted arsene for arsenic and nickel A 1 for manganese. These substitutes have nowise affected the finished product, as far as we can learn."

10 "We have discontinued the use of imported manganese and do not use any substitute. We do not think the quality or grade of our product is inferior on that account."

11 "In 1914 we imported nitrate of soda from Chile, manganese from Germany, cobalt from Canada, and antimony from Japan. The last three items used in 1914 were displaced by using a chemical known as decolorizer, the same being a secret and made by the Frink Laboratories, Lancaster, Ohio. We have eliminated the use of nitrate of soda. The results obtained are satisfactory."

12 "Before the war we used, in making flint glass, nitrate of soda from South America largely and manganese from Germany. The use of these has been discontinued since the war. Our quality is as good now as it was when we used the imported chemicals.

13 "Turkish emery, used for grinding stoppers in bottles, is entirely out of the market, and we have substituted carborundum from Niagara Falls with good results."

14 "For manganese from Russia and Germany we substituted selenium from the United States with better results. For antimony from Japan we have substituted arsenic."

15 "The materials we used in 1914 were all domestic except manganese; this was done away with in 1917. We changed the process of making flint glass at the time when manganese got to a very high point, and we did away with manganese, nitrate soda and antimony by substituting a small amount of another chemical which we had never used previously."

16 "We have eliminated manganese and antimony, formerly supplied from Germany, and use a decolorizer now manufactured in the United States. We find the substitute superior to the imported articles in our production."

17 "We formerly used nitrate of soda, which is imported from South America, and now we have discontinued the use of that, and in the place of imported manganese which we had been using we are now using cobalt as a decolorizer. We have not as yet abandoned the manufacture of any kind of glass on account of the stoppage of imported raw materials, and we find the elimination of nitrate and substitution of cobalt in the place of manganese has not changed the nature of our glass."

18 "We now use a domestic decolorizer in place of manganese, and will continue after the war to do so."

19 "We used manganese from Saxony. We now use selenium and arsenic."

20 "We imported manganese from Russia and antimony from Japan. We discontinued manganese and used a decolorizer substitute with excellent results. We stopped the use of antimony, and substituted nothing for it."

THERE are enemy aliens and there are native aliens. The American who does not do his part toward winning the war, who neither fights nor works nor lends for victory, is as much an alien to America's purpose and America's cause as the rankest Prussian interned in this country.

FOUNDED IN 1874.

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, SEPT. 12, 1918.

IT is reported that the gentlemen at Washington now considering the revenue bill are averse to any changes in the tariff, on the ground that while such a course might increase revenues somewhat, it would not be in proportion to the advance in rates. Heretofore the mere rumor that there was to be a "tinkering with the tariff" has upset business, affecting domestic manufacturers and importers alike. Now nobody cares.

WHAT WILL BECOME OF IT.

THE Government has bought and is buying immense quantities of crockery. It is estimated that already more than five and a half millions of pieces have been delivered, and enough more have been ordered to bring the number up to seven millions. A large part of it has been sent to Europe and a generous quantity distributed among the various ships in the Government service. These supplies were based on an army of about two millions. If the war lasts another year an amount equal to or greater than that already used will be required.

What will become of all this crockery when the war is over? That which has gone to France will probably never come back, even if it remains unsmashed. That which goes to the ships will stay there. There remains, then, that which was and will be sent to the various camps here. At the conclusion of peace this will possibly be stored for a long time. Much of it will be destroyed because of neglect in proper handling. In the long run, what is left will be auctioned off, and as it is all white ware, and confined to a comparatively small number of items, will be bought by the second-hand dealers, who will get it for a song. These will dispose of it to a class of people who are never of much account as consumers, but who will buy the stuff because it will be cheap. The ware will be absorbed quickly and easily, and may serve a good purpose in filling a gap, for it will be a long time before the shortage now existing can be met. By thus supplying the poorer people with these cheap goods, the manufacturers will be enabled to make more of a better grade for those who can pay a higher price.

PERSONAL.

A STRIKING illustration of the influence of mind over matter occurred last week when Geo. B. Jones, local representative of Johnson Bros., Hanley, England, learned that his daughter, Mrs. Henry L. Holmes, had become the mother of twin boys. He had been ill for several weeks, and although back at his desk was not feeling particularly well, coming to business only intermittently; but on receiving the joyful news he immediately journeyed to Fisher's Island to gaze upon the youngsters and extend his felicitations. He is now back at business regularly.

John Q. Adams, with W. G. Reynolds & Co., Burlington, Vt., was in New York the first three days of this week buying for a big Government order which he has just taken. This is the third Government contract he has landed this year.

A. J. Fox, with Henry Birks & Son, Vancouver, and Geo. Eadier, of the Montreal house of the firm, are at the Prince George.

H. K. Tetsuka, of Morimura Bros., left last Saturday for a two weeks' vacation, the first he has had in a year and a half. It will be a motor tour, with stops at the White Mountains and the Berkshires that he may have some golf and fishing. He is a devotee of both sports.

O. L. Sutherland, better known as "Jerry," left on Wednesday for a long Western trip for Morimura Bros. He will make his first stop at St. Paul; then travel toward the Pacific coast by way of Denver.

Frederick Skelton, New York representative of the Jefferson Glass Co., had the pleasure of entertaining the president of the concern, C. H. Blumenauer, and Mrs. Blumenauer at his home at Elmhurst, L. I., last week. Mr. Blumenauer had been in Washington for

several days on official business, and took the opportunity to come on here to consult with Mr. Skelton and incidentally get a brief respite from the worries of managinga glass factory.

Geo. A. Stuart, J. M. Ford and Frank Ackerman, all from the Mitchell, Woodbury Co., Boston, were in New York the last three days of last week placing orders.

W. Frazer, Vancouver, B. C., whose expected visit to this city was chronicled two weeks ago, has arrived and is registered at the Prince George.

L. S. Crain, who for a number of years has been representing the Cambridge (O.) Glass Co., has severed his connection with that company to become affiliated with Brown-Reddrop, Cleveland, O., owners of the Sunshine Cut Glass Co., and who have also the agency for numerous factory lines.

Ed. Cuthbertson, Joplin, Mo., an old-time subscriber, writes that he is going to the war, but that if he comes home safely he will get back into the crockery business.

W. F. Ellisson will leave late this week or the first of next for a trip through the Middle West for Geo. F. Bassett & Co. He goes with his head up, and feels sure that he will get business.

H. J. Smith, traveler for Cox & Lafferty, made a flying trip to the concern's headquarters in New York on Monday, arriving from Boston in the morning to replenish his sample line and departing the same night for a trip through Pennsylvania.

Mr. Grinnell, with Byrie Bros., Toronto, is at the Prince George.

F. P. Judge, of the National China Co., Salineville, O., spent last Friday and Saturday in town on a visit to H. Benedikt, the company's New York representative.

D. S. Reid, Winston-Salem, N. C., after forty-one years of active business life, is closing out his stock and will retire at the end of the year.

Leopold Sigwart, of the Seneca Glass Co., Morgantown, West Va., was in conference with Cox & Lafferty, the New York representatives, this week.

Harry L. Seixas, the well-known road man for Edw. Boote, left for Boston last Saturday, where he opened up at Young's Hotel on Monday for a few days before continuing on to other points in New England. E. S. Curtis, also of the Boote sales staff, left the same day for a tour of Southern territory, with Norfolk as his first stop.

L. B. Martin, of the Lancaster (O.) Glass Co., was taking a little vacation in New York last week.

What is known as the Cassidy Co., Ltd., Syndicate arrived in New York on Tuesday. The buyers are W. S. Parlee and W. H. Grossman from Winnepeg, representing Cassidy Co., West; A. N. McKay, Cassidy Co., East; G. W. Brown, Gowans-Kent, Toronto, and W. H. Haywood, St. Johns. They are all at the Prince George.

Miss M. L. West, buyer for the S. R. Crocker Co., Syracuse, N. Y., whose genial personality makes her ever a welcome visitor, was in the city the latter half of last week placing orders.

Charles L. Gaunt, secretary of the Indiana Glass Co., Dunkirk, Ind., spent the first half of the week calling on the local trade with a member of the sales staff of the Horace C. Gray Co., which handles the line here.

Joseph Moore, buyer for the Denver Dry Goods Co., who had been in New York for two weeks placing orders, left for home on Sunday.

Thomas Anderson, of the Pope-Gosser China Co., Coshocton, O., was another of the potters to make his appearance in town last week.

M. Houston, representing Robert Simpson & Co., Toronto, is at the Prince George with the rest of the Canadians.

J. Howard Fry, of the H. C. Fry Glass Co., was in New York Wednesday and Thursday of this week on a special mission. He has a lot of business from the Government, and is finding much difficulty in getting enough help. He expects matters will be worse after the new draft becomes effective.

W. M. Hamilton, of Pittsburgh, who was buying in New York on Tuesday, says that trade is good for medium-priced ware, but that rich goods move a little slowly.

Chas. M. Brooks, one of the best known men in the trade, formerly with Pitkin & Brooks, Chicago, the Mitchell, Woodbury Co., Boston, and at present with

the John M. Smyth Co., Chicago, is certainly doing his share for the country. He has three sons in the service—Sergt. Ralph D. and Corporal Gerard in France, and Vernon in the naval artillery reserve school at Chicago. Mr. Brooks received a cablegram on Sept. 6 saying that both his boys overseas had been severely wounded in action, but no details were given.

Chas. C. Cullen, Knoxville, Tenn., who is here buying, says that as a sound business principle alone the manufacturers and importers ought to see to it that he gets enough merchandise, as he is simply working in their interest, for when he makes a little money he comes to market and gives it all up to them.

Fred Reitz, head of C. E. Wheelock & Co., Peoria, Ill., is at the Longacre. He is doing a big trade now, and is very optimistic about the future.

Walter Manes, who before entering the service at the beginning of the war was traveling salesman for Takito, Ogawa & Co., has just been promoted to a captaincy. After completing a course at the officers' training camp at Fort Niagara he entered the service as second lieutenant. He is connected with the Baltimore depot of the Quartermaster's Department. He was home on a few days' leave the latter part of last week, and called on a number of his friends here.

Max Strensch in spending this week calling on the trade in Philadelphia for Koscherak Bros.

Robert Kahle, who has been assistant for some time past to Charles Weidemann, manager of the New York office of the Liberty Cut Glass Works, has deserted the trade temporarily to accept a place with a manufacturer of aeroplane motors at Long Island City.

The friends of Miss Jennie Levine, buyer for Stern Bros., will be glad to learn that she is back at work again after being away for three months, owing to illness.

A PATRIOTIC PAIR.

ROBT. R. DUFFIN, who has been with Morimura Bros., this city, for eighteen years, has volunteered for service overseas with the Red Cross, and been assigned as assistant superintendent of warehouses in France. Morimura Bros. have very generously given Mr. Duffin a year's leave of absence, and will not send anybody over his territory. Arrangements have been made for his trade to visit New York before he goes, which will be about October 1.

His customers will not only miss him, but also his wife, who has frequently accompanied him and knows all the buyers as well as he does. Mrs. Duffin, by the way, has been affiliated with the National League for Women's Service, driving her own car in the work, and helping to entertain the boys guarding the New York water supply. After October 1 she will be attached to the Red Cross ambulance service in New York City.

MANUFACTURERS OF GLASSWARE, ATTENTION!

THE following letter has been sent by the United States Chamber of Commerce to every glassware manufacturer in the country:

WASHINGTON, D. C., Sept. 7, 1918.

To MANUFACTURERS OF GLASSWARE:

An important meeting of the manufacturers of pressed and blown glassware for table use will be held at the headquarters of the Chamber of Commerce of the United States, Riggs Building, Washington, D. C., at two o'clock Thursday afternoon, September 19, for the purpose of creating a war service committee to represent the entire industry in all relations with the War Industries Board and other branches of the Government during the continuance of the war.

The formation of this committee is proposed by the War Service Executive Committee of the Chamber of Commerce of the United States, being in general accord with the policy of the War Industries Board, which has important matters now under consideration which vitally affect your business. The organization of your war service committee is also part of the general plan of industrial organization which was requested by the Council of National Defense. The committee selected will be given authority to deal with the Government on behalf of the entire trade on matters of conservation, priority, etc.

It is intended that a copy of this letter shall reach every manufacturer of glassware in the United States. Your assistance is requested in bringing this invitation to the attention of any manufacturer in this line in your vicinity who may have been inadvertently omitted from our list.

Before certifying the committee to the War Industries Board we will advise you fully of the action taken at this meeting, but it is highly desirable that every manufacturer should be represented. Manufacturers only are expected to attend this meeting.

Please notify us at once of the name of your representative. ELLIOT H. GOODWIN, Secretary.

MORE AMERICAN PROPERTY SEIZED,

THIRTY additional seizures of American properties in Germany are recorded by the German Official Gazette under date of August 10. Among them, at Chemnitz, are those of Wm. Filene's Sons Co., of Boston, and Geo. Borgfeldt & Co., of New York.

TRY to get the meaning of this into your minds, retail men: The selling ability at your command can win this war for democracy. It can crush autocracy. Crush it flat!

If every salesman and saleswoman in every store in the United States joins in the sale of War Savings Stamps they can produce more real power than the combined armies of the Allies. Why? Because money will win the war; money will keep the Allied Armies fit to fight, equipped to fight. And if they fight on, they will win. If they win, you retailers and the great nation you serve every day can continue as a free country of free people. If Germany wins there will not be a free people on earth. You know that! So don't forget it for a moment.

Sell War Savings Stamps! Sell them every day, every hour, the same way you sell other merchandise in your stocks. War Savings Stamps are investments, interest-paying, gilt-edged, backed by the greatest nation since the world began. You could sell socks with a label and guarantee like that, couldn't you?

It's a simple merchandising proposition for you merchants. You can win this war from to-day on; so get at it! Enlist your salespeople in selling these stamps.

PIONEER DIVISION

National War Savings Committee,

51 Chambers St., New York.

AT CHICAGO.

THE Government War Exposition is bringing quite a large number of buyers into the city from nearby points, and while they are not placing large orders at the present time, their buying has amounted to enough in the aggregate to give the factory salesmen a very good week.

* *

The department stores are enjoying a good trade, due in large measure to the fact that the weather is better suited for shopping. Many of the stores are short of goods, and are making no effort to replace them for the present, owing to the unsatisfactory manufacturing conditions. Clerks are instructed to tell the public that this or that staple item is absent from the stock, and that the trouble is due to war conditions.

The jobbers say they are having a little better luck in getting shipments from the manufacturers, and also better deliveries of imported merchandise.

* *

W. O. Swanson, Cresco, Ia.; E. W. Merrill, for the New England Furniture and Carpet Co., Minneapolis; Emil Heinz, St. Charles, Ill.; E. P. Barendreght, of Russell & Barendreght, Kalamazoo, Mich., Gus Bubs, for B. Nugent & Sons, St. Louis; F. S. Botts, for the Ducker Department Store, Joliet, Ill., and Chester Morrison, Peoria, Ill., were buying crockery and glass in this market last week.

* *

"Mike" Bryce, son of Marion G. Bryce, president of the U. S. Glass Co., was in Chicago during the week on his way home from the Pacific Coast, where he spent a couple of months.

* *

E. E. Fricke, representative of the Pheonix Glass Co., has returned to the city after a road trip

* *

Crockery and glass firms of the city are joining in a "Made in America" campaign which is being conducted here this week. Window displays of all kinds of goods of domestic manufacture are featured.

* *

William Ford, of Burley & Tyrrell, has returned from his vacation, spent among the northern lakes. He made the trip by motor.

* *

James Simpson, of Marshall Field & Co., is back in the city after spending several months in France engaged in Red Cross work. He says that while the outcome of the war is no longer in doubt, considerable improvement must be made in transportation facilities if our Allies are to be properly supported.

* *

Earl W. Newton has made extensive improvements in his display room in the Heyworth Building, and is showing several recently-added lines.

* *

Cut glass men continue to complain of a shortage of cutters, preventing them from filling all their orders. The demand for this product is better now than for some time past.

* *

The Century Cut Glass Co. may soon move from its present quarters to a new location which will be on the ground floor and have better manufacturing as well as display facilities.

* *

The request of the Fuel Administration that no gasoline be used for pleasure purposes on Sunday is preventing some of the local crockery and glass men from taking their customary trips into the country on that day—and through the week they are too busy to use a car for anything but business.

In many of the buildings throughout the downtown district in which crockery and glass salesman have their sample rooms ware was broken as a result of the bomb explosion in the Federal Building last week. Cut glass suffered more than anything else from the vibration.

THE LAST STRAW.

A BIG, husky Irishman strolled into the civil service room where they hold physical examinations for candidates for the police force.

"Strip!" ordered the police surgeon.

"Which, sor?"

"Get your clothes off!"

The Irishman undressed. The doctor measured his chest and pounded his back.

"Hop over this rod!" was the next command.

The man did his best, landing on his back.

"Double up your knees and touch the floor with your hands."

He lost his balance and sprawled upon the floor. He was indignant, but silent.

"Now jump under this cold shower."

"Sure, an' thot's funny," muttered the applicant.

"Now run around the room ten times. I want to test your heart and wind."

This last was too much. "I'll not," the candidate declared, defiantly. "I'll stay single."

"Single?" inquired the doctor, puzzled.

"Single," repeated the Irishman with determination. "Sure, an' what's all this funny business got to do wid a marriage license, anyhow?"

He had strayed into the wrong bureau.—EVERYBODY'S.

THE

Homer Laughlin China Co.

East Liverpool, Ohio. Newell, W. Va.

NOW IT IS WASHINGTON.

HERETOFORE requisitions for crockery and glass for the army and navy have been sent out from various points—Brooklyn for the navy and Philadelphia for the army being the two principal places in the East where orders were given. The announcement is now made that hereafter all orders for these wares will be issued from Washington.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	24	475	$211.36
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	59	429	353.87
Edward Boote	303	1365	1,606.65
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239.50
Strobel & Wilken Co			8,423.99
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	66	2227	886.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	174	356	814 70
U. S. Glass Co.	91	1261	721.00
C. Dorflinger & Sons	22	178	136.02
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	260	1600	1,700.00
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	43	137	212.56
Ko Kozai		58	14.50
Theo. Haviland	64	226	223.15
L. Straus & Sons	902	2272	4,428.98
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	317	687	1,756.75
B. Illfelder & Co.	1	37	13 40
Empire China Works.	71	851	508.11
B. Strasburger	72	720	479.70
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	132	2011	1,052 49
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	61	399	355.35
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	298	7401	3,092.99
Geo. Borgfeldt & Co.	1573	3366	7,432.49
Wm. H. Plummer & Co.	39	224	$ 219.25
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	65	180	316.70
Vogt & Dose	15	349	150.10
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162 60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	54	436	332.94
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165 50
Bryce Bros	73	286	376.67
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	95	250	458.70
Rich & Fisher	10	224	97.90
Paul A. Straub & Co.	20	222	139 30
Hugh C. Edmiston	207	92	886.25
C. H. & E. S. Goldberg	27	141	148.08
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	9	100	62.61
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co.	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	33	817	342.25
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16 00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half nch of space (35 words). PAYABLE IN ADVANCE.

TO MANUFACTURERS.

DR. T. POOLE MAYNARD, of Atlanta, will have on exhibit at the Chemical Exposition, Grand Central Palace, New York, booths 234 and 235, beginning September 23, whiting from the Georgia Mineral Products Co., chiha clays of the Interstate Clay Co. and crucible clays of the Southern Ball Clay Co. Our specialty is supervision and standardization of raw materials, and the manufacturer can depend upon uniformity when using any materials under our supervision. Make this booth your headquarters.

HELP WANTED.

WANTED—A man as buyer and assistant manager by a prominent Eastern importing and jobbing house. Must have a thorough knowledge of the china, crockery and glassware lines. State experience, age, and salary wanted. Communications strictly confidential. Address A 180, this office.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 19, 1918.

CONDITION OF TRADE.

New York

The Canadians who have been in the market placed big orders for Japanese goods and domestic glass. Naturally, they would not buy English goods in New York to any large extent, although they did buy some, and also some French goods; but judging by the time spent in the warerooms of the Japanese importers the bulk of their orders went there. Other visiting buyers bought along the usual lines. The city buyers were conspicuous by their absence.

Of course everybody has orders in for both crockery and glass; but if they do not keep on ordering they will be shorter of goods than they now are. It will not do in these times to wait for the reception of merchandise before placing new requisitions. This is particularly true as regards holiday goods. The new draft, effective October 1, will reduce the man power of the factories, and production is bound to fall off. The demand for American crockery is just as great as ever and the Government is again making requisitions after a lull of almost two weeks. How much will be required when two million more men are to be supplied is something the potters would like to know.

There is a little better call for glassware in regular trade channels, and the Quartermaster-General at Washington is calling for more, particularly for the medical department.

The crockery and glass trade is not the only one suffering from lack of merchandise. Every industry feels the pinch, notably the housefurnishing metal wares lines. There is almost a famine in enameled and aluminum goods. The Government is using so much steel that the manufacturers of enameled ware are hampered in getting their wants supplied, and the prospects for future deliveries are not at all encouraging.

Retail trade in New York has improved a little, but it is not up to the mark yet. The big special sales account for this, in a measure. Women wait for these sales, to the detriment of regular transactions. In the long run these special drives hurt legitimate business; but as long as the projectors reap a profit they will be continued. There is no altruism in the make-up of a department store management. In the country, except for isolated spots, retail business is good all over. The workers making big wages are lavish in their expenditures, and crockery and glass establishments near munition plants are doing the business of their lives.

The drive for the Fourth L berty Loan is imminent. Judging by previous drives, there will be a short period of inactivity in retail buying, and then business will go on. As usual? Well, there is no standard just now of what "as usual" means. One thing is sure, however: the people must have tableware, and if they do not buy "as usual" they will have to replenish the needs caused by ordinary wear and tear. And with that we must be content.

East Liverpool and Vicinity

A considerable number of buyers have been in the district, and all ask that merchandise be delivered as early as possible. More hotel ware is being made here than ever in the city's history, and

the demand increases every day. The request for staples is very active, and good shipments of white ware are being made. Plates and teas, as usual, are in heaviest demand.

Pittsburgh and Vicinity

More or less apathy prevails in the glass trade. The general run of orders is for staples. The demand for cut glass is not very active, and orders for bar glassware are smaller than ever experienced. Lighting glassware is in rather active request. Transportation is in fairly good shape, although embargoes are still occasionally announced.

AT CHICAGO.

A FAIR business has been done during the week, notwithstanding the fact that in some instances factory representatives cannot take orders for one or more of the lines they represent. Of course, this is something of a hardship; but the agents say they would rather have the factories refuse orders than accept them when there is no chance of their being filled. The latter course only gets the salesman in bad with the customer. The premium trade is taking more crockery and glassware than for some time. The mail order houses are looking over sample lines. Here a peculiar phase can be noticed. Mail order firms which in past years have placed all, or nearly all, their glass business, with one firm are now scouting around to see what other manufacturers have to offer. They are much bothered on account of high prices, and also the unwillingness of manufacturers to indicate what prices may be a few months from now. Of course, they cannot blame the manufacturers, who can give no information on future prices simply because they do not know what the prices will be. On the whole, business might be a great deal worse in many respects, and there is every reason to believe that things will improve, now that the fall season is here.

* *

The retail stores are doing a better business now that the warm weather of the summer is a thing of the past. Still, buying at the present time is not heavy.

* *

Fire last week nearly destroyed the department store of Goodman & Co., the largest in Gary, Ind. The stock was damaged to the extent of $50,000. The store carried a complete stock of crockery, glassware and housefurnishings.

* *

Charles B. Ott, vice-president of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., was in the city for a short visit last week.

* *

Crockery and glass firms showing their lines at the annual convention of the National Retail Tea and Coffee Merchants' Association held this week at the Hotel Sherman were Frank B. Tinker, Cambridge Glass Co., Martin's Mercantile Co., Crooksville China Co., Limoges China Co., Takito, Ogawa & Co., and Earl W. Newton. The buying of the premium men was reported very satisfactory.

* *

Frank Haskell, salesmanager of the Indiana Glass Co., Dunkirk, Ind., was among the visitors in the city during the week.

* *

M. D. Baer, former city salesman for the U. S. Glass Co. in Chicago, has been commissioned a lieutenant in the aviation service. He is finishing his training in Texas, and expects to leave soon for France.

* *

Alexander Fraser, of the H. C. Fry Glass Co., Rochester, Pa., was in the city this week.

* *

A. H. Colton, buyer of crockery and glassware for the Madison (Wis.) Tea Co., was here during the week.

* *

Allan Dixon, who buys the crockery and glassware for Butler Bros., has been promoted to a position as assistant general manager.

* *

Tom Butcher, representing the Central Glass Works, Wheeling, W. Va., was in the city for several days.

* *

Among the visitors expected in the city this week is Tom Reid, the popular vice president of the Guernsey Earthenware Co., of Cambridge, O.

* *

George B. Fowler, salesman for the Edwin M. Knowles China Co., East Liverpool, paid us a visit during the week.

* *

"Mike" Gary, former representative of Morimura Bros., was among the week's visitors.

* *

Miss Hazel Wahlchrist, assistant glass buyer at Carson, Pirie, Scott & Co.'s, has left her position to go with a steel company.

TRADE WITH ST. DOMINGO.

IN the report of the eleventh fiscal period of the Dominican receivership, just issued, the island is shown to have imported, in 1917, $180,397 worth of crockery, divided as follows: From the United States $144,443, Porto Rico $10,252, Cuba $26, United Kingdom $21,821, France $147, Italy $93, Spain $296, Virgin Islands $136, Haiti $23, British West Indies $3, Dutch West Indies $2,593, French West Indies $564.

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready Sellers.

ONE of the most progressive lines of decorated glassware to be seen in the local market is that being shown by Cox & Lafferty, 1140-1146 Broadway, from the Bonita Art Co. The factory is continually in search of new ideas, and the result is always something refreshingly unusual. Among its latest are candlesticks in claret and iridescent tints, and two new shapes in colored stemware, optic and plain, adorned with a coin-gold band. There are also jam jars and night sets in an entirely new all-over frosted treatment in colors.

Among the most popular items shown by Henry Witte at 7 West Twenty-fourth street from the Lonaconing Glass Co. is a line of sherbets in a very pleasing variety of shapes and light cuttings. Other articles from the same factory are new shapes and decorations in vases, almond sets, comports and water sets. From Wm. H. Gibbs & Co. he is displaying a number of useful items in exceptionally pretty light cuttings mounted in nickel frames—trays, sandwich plates, cake plates, fruit bowls, etc.

Anyone interested in special values should visit the salesroom of the Horace C. Gray Co., in the Fifth Avenue Building, where is shown a complete sample line of a two-carload lot of cut glass from the Prompton (Pa.) Cut Glass Co., whose president bought up job lots from various factories throughout the country. Here is an opportunity for buyers to secure leaders and goods for special sales, as the prices are very low. All the cuttings are good, and the line includes a full assortment of the usual pieces.

D. King Irwin is displaying the first samples of a line of stemware and specialties from the Cambridge Glass Co. in a new iridescent treatment called "Golden Glow." It is shown on very graceful shapes, which together with the richness of coloring will undoubtedly make it exceedingly popular.

A stemware line that is attracting considerable notice at the salesroom of the Fostoria Glass Co., 141 Fifth avenue, is an exceptionally refined treatment in a well-executed combination engraved and light cut pattern which will make a strong appeal to persons of discriminating taste. It consists of dull-finished parallel lines running up and down to a light-cut small continuous leaf border at the top, making a decidedly pleasing finish. It is made in a full line of the best selling items.

The additions constantly being made to the line of decorated glassware from Edmonson Warrin & Co. at the salesroom of Justin Tharaud, 25 West Broadway, make the display of perpetual interest to the trade, for no matter how often it is seen there is always something new. The concern has a reputation for clever designs, and upholds it in all its creations.

The "Old Glory" water set should be seen by every buyer interested in placing a lively seller on his display tables. This is the newest patriotic decorative treatment to make its appearance in glassware, and one of the best. It comes from the Corona Cut Glass Co., and is shown by H. Benedikt at 7 West Twenty-second street. The American flag is applied in a particularly effective manner, with long sprays of laurel leaves lending further adornment in a finely-executed combination engraving and light cutting. The price, $2 a set, should make it a fine leader.

A. Broll, formerly buyer of china, glassware and toys for the Charles Williams Stores, and before that with Bawo & Dotter and Charles Broadway Rouss, has taken space in the salesroom of Bates & Ledden and is showing a line of barber supplies in glassware.

One of the daintiest decorated glassware patterns imaginable is shown in a line gotten out by the United States Glass Co., now on view at their salesroom in the Albemarle Building, Twenty-fourth street and Broadway. The treatment consists of blue forget-me-nots

festooned from clusters of pink roses, with a coin-gold band and line contributing to its effectiveness. Stemware and a variety of useful articles are in the assortment.

LIFE AT THE FRONT.

THE following letter was recently received by Ed. Craig, local representative of the United States Glass Co., from Milton C. Hill, a former member of his office staff:

FRANCE, Aug. 13, 1918.

DEAR MR. CRAIG: Just received your kind letter of July 20, and I sure was glad to hear from you. I suppose you will think I had forgotten you, but, honestly, Mr. Craig, if you were over here and could see for yourself just what we are doing you wouldn't blame me for not writing. It's all I can do to get a letter off to my mother occasionally.

On the morning of Aug. 3 we came out of the line for a rest, and, believe me, we are having a long one. Guess it won't be long before we'll take over our sector again. It is not so bad now. Of course in the winter I suppose it will be worse. The Huns send a lot of big shells over, and three-quarters of them are "duds" —in other words, they don't explode—and when we crawl out of the shell hole we jumped in when we heard it coming, we say "That's one on you, Jerry." Of course, you know we call the Huns "Jerry."

I suppose mother told you that I'm a machine gunner now. It's a very interesting gun. It gives one a sort of delight when the dutchmen are coming over and we get the old Lewis working. You've seen a mowing machine work. Well, that's just how it looks. It seems rather cold-blooded; but a soldier can't have a conscience over here.

I would like to know Mr. Kinet's address. His branch of the service is doing great work over here. I sure do wish him all the luck in the world!

To-day is pay-day for us. The first in two months. I'm going out to-night and eat about a dozen fried eggs and French fried potatoes.

Well, I hope to see you all again before Christmas. My regards to all. Write when you can.

Sincerely, MILTON.

GOLF CHAMPIONSHIP TOURNAMENT.

THE golfers of the Pottery, Glass and Brass Golf Association played their annual championship tournament last Thursday on the links of the Essex County Country Club, West Orange, N. J.

The event brought out seventeen players and a "gallery" of five—John Nixon, Thos. Shotton, Charles E. Cardon, Howard R. Handy and Robert Gardner.

The feature mysteriously referred to in the notice mailed to the members by Secretary L. S. Owen a week prior to the game, and which excited so much curiosity, was the opportunity given the players to try their luck on the new course recently opened by the club. The morning round was played over the old links and the afternoon on the new, which is picturesquely located in the Orange Mountains near the old club grounds. The course has been laid out with a view to making it one of the sportiest in this part of the country, and when entirely completed it will undoubtedly rank with Baltusrol and other professional links.

A little thing like playing over a new course was the least of the golfers' troubles, and the fact that some of their scores show a decided tendency to mount high over their morning record must be attributed to the weather.

L. S. Owen kept his score well within prize-winning bounds by consistently good playing, making the low net with 174 for the thirty-six holes, his nearest competitor being W. S. Pitcairn, with 186. Mr. Owen also had the best gross score—188—W. S. Pitcairn closely following with 190.

George Hamilton was the successful contestant among the Class B players, taking the low net with 180 by a narrow margin of one, the next lowest being W. A. Lathrop with 181. The latter had the low gross of 211, Mr. Hamilton following with 214.

As decided at a meeting of the Association some time ago, the money usually expended on prizes for the winners will be devoted to some war fund; hence the winners virtually contribute the amounts that would otherwise would have been paid.

MORNING ROUND.

Class		out	in	gross	hdcp	net
A	Miller, J. M.	51	44	95	2	93
A	Pitcairn, W. S.	46	45	91	2	89
A	Dithridge, J. D.	50	53	103	7	96
A	Owens, L. S.	48	46	94	7	87
A	Miller, J. J.	55	42	97	7	90
A	Dodson, C. A.	60	56	116	9	107
A	Hinman, L. S.	54	49	103	12	91
B	Lathrop, W. A.	61	48	109	15	94
B	Smallwood, T.	65	59	124	17	107
B	Hamilton, G	60	46	106	17	89
B	Gray, H. C.	64	49	113	20	93
B	Jones. T. G.	72	57	129	25	104
B	O'Gorman, J. F.	71	68	139	30	109
	Wilson, L. B.	68	54	122		
	Tomilim, W. W	60	57	117		
	Ruge, H. F.	49	43	92		
	Howell, W. B.	52	52	104		

AFTERNOON ROUND.

Class		out	in	gross	hdcp	net	gross total	net total
A	Miller, J. M.	50	51	101	2	99	196	192
A	Pitcairn, W. S	50	49	99	2	97	190	186
A	Dithridge, J. D.	52	47	99	7	92	202	188
A	Owens, L. S.	49	45	94	7	87	188	174
A	Miller, J. J.	52	55	107	7	100	204	190
A	Dodson, C. A.	52	52	104	9	95	220	202
A	Hinman, L. S.	52	52	104	12	92	207	183
B	Lathrop, W. A.	53	49	102	15	87	211	181
B	Smallwood, T.	59			17			
B	Hamilton, G.	54	54	108	17	91	214	180
B	Gray, H. C.	55	63	118	20	98	231	191
B	Jones, T. G.	58	55	113	25	88	242	192
B	O'Gorman, J. F.	77			30			
	Wilson, L. B.	58	56	114				
	Ruge, H. F.	47	49	96				
	Howell, W. B.	54	53	107				
	Tomilmi, W. W.	53						

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The employers of this district have selected T. A. McNicol, of the T. A. McNicol Pottery Co., to represent them on the Community Labor Board. The Advisory Committee of Employers is composed of J. M. Manor, Homer J. Taylor, H. P. Knoblock, C. C. Ashbaugh, H. W. Harker, Hugh Hamill and W. Edward Wells. Labor is also represented on the committee, the duty of which is to adjust differences arising between employers and employes.

* *

Among buyers visiting the district were W. C. Newland, for George Borgfeldt, & Co., New York; Chas. Read, Baltimore; Charles Williams Stores, New York; W. L. Percy, for Dobbs & Wey, Atlanta, Ga.; Mr. Reams, for the Wright Co., Atlanta, Ga.; A. R. Zimmerman, for the Frank A. Empsall Co., Watertown, N. Y.

*

Indications are that the former plant of the Novelty Clay Forming Co., of Newell, W. Va., will be taken over by local interests and devoted to the manufacturing of bisque doll heads. An option on the plant has been obtained, and it is said that molds of heads are now in preparation.

* *

Hotel ware is now being made by the Thompson Pottery Co., the first pieces being put through the kilns late last week. The usual number of staple items in this line will be produced.

* *

The wages now being paid to pottery workers, both skilled and unskilled, are the highest ever known in the history of the trade. In some instances wages have been almost doubled.

* *

The entire cooperage list has been advanced. The 19-inch barrel has been raised to $1, 18-inch to 90c, 17-inch to 85c. Casks and crates have been given similar sharp advances.

* *

Guy C. Crooks, of the Crooksville (O.) China Co., and F. Sutterlin, of Trenton, N. J., were in the district a few days ago attending a meeting of the Executive and Labor Committees of the United States Potters' Association.

* *

Any excuse to shirk. More than one pottery worker failed to report for duty September 12, claiming he had to register—a matter of three or four minutes.

* *

Those buyers who have not already anticipated their fall and holiday requirements will find it exceedingly hard to obtain stocks later on.

* *

Supplies of raw materials are in good shape, the trade having bought liberally throughout the summer. Stocks of clays hereabouts are larger than ever before.

* *

Demand for entire list of items in hotel ware for Government purposes continues very active. Shipments to different camps are increasing steadily.

* *

Very few heads of pottery manufacturing concerns here were exempted from registering September 12, the majority being under forty-five.

* *

Favorable progress is being made in remodeling a former electric porcelain plant at New Lexington, O., for the manufacturing of hotel ware. Joseph Manor, of this city, will be in charge.

* *

At a special meeting of the board of directors of the Potters' Co-Operative Co. Harry A. McNicol was elected to the presidency of the company vice Mrs. Elizabeth McNicol, deceased. The office and sales department continue under the direction of H. P. Knoblock.

* *

Operative coopers in this district have had their wages advanced fifteen per cent, and the increase is reflected in new package selling lists just issued.

* *

George Fowler, salesman for the Edwin M. Knowles

China Co., has left for a brief trip over his territory, but is carrying no samples.

* *

The officers of the China Products Co., Zanesville, O., are J. P. Carling, president and general manager; H. J. Knodler, vice-president; J. B. Owens, treasurer; C. T. Marshall, secretary.

PERIL IN CHINA PACKING?

TO meet the danger of possible entry of dangerous cotton-insect pests in cotton and cotton waste used as packing for glassware, china or other articles, the Federal Horticultural Board of the United States Department of Agriculture has asked co-operation from the principal exporting countries in preventing the use of such packing materials. In a recent Treasury order Customs officers have been instructed to hold all importations of goods packed with cotton or cotton waste, and either to report the fact to the local inspector of the Federal Horticultural Board at the port where the merchandise is offered for entry, or to require the importer to remove and destroy all objectionable material.

AMERICAN-OWNED GOODS IN JAPAN.

THE War Trade Board has been asked by American houses with Japanese connections to permit the importation of goods now in Japan which were ordered and paid for prior to the publication of the import restriction lists. These lists practically prohibit the importation of most Japanese commodities. The merchandise now in Japan, it is contended, was ordered in good faith and paid for by the American importers, and unless it is shipped to this country a severe hardship will be imposed upon the purchasers.

No idea is entertained of doing anything contrary to the wishes of the War Trade Board, but it is felt that the shipping situation at present justifies a modification of the import regulations to the extent of allowing the shipment of limited quantities of Japanese merchandise owned by American firms.

Some American houses with interests in Japan are harder hit than others, as in several instances it may be necessary for firms here to dismantle their factories n Japan. This would mean that the foreign branch organizations could not be kept intact, and when peace is declared the firms undergoing the hardship would be placed at a distinct disadvantage.

Little complaint is heard in import circles with regard to the attitude of the War Trade Board, although it is believed that the discrimination against the importation of Japanese products is causing more harm than good. England recently removed the embargo against Japanese merchandise, and it is understood that several American firms unable to ship goods to the United States which they had purchased have sold to English houses rather than stand a complete loss. This is not pleasing to American firms that have built up a business with certain Japanese houses, and will not, it is said, help to improve our commercial relations with Japan.

American firms have been told by the Department of Commerce of the advantages of trade with the Far East and have been urged to go after this new business. Importers feel, however, that if they are prevented from taking Japan's products the Japanese merchant will not be in a receptive mood when it comes to purchasing our goods.

The importation of china is permitted; but dolls, toys and Easter goods are barred. Should the Board heed the request large quantities of these could be released at once.

PREPARING FOR FOREIGN TRADE.

UNPRECEDENTED interest is being manifested in the educational preparation of Americans for foreign trade. It has always been one of the difficulties which American concerns entering the export trade have had to encounter, to find suitably-trained men to travel abroad, make up the staff of a foreign office or branch establishment, or handle the export end of the business in this country. Undoubtedly there have been more young Germans, young Englishmen, Frenchmen, Hollanders, possibly also even Swiss, who have been ready and anxious to take up the export trade. Many of our livest concerns have worked painstakingly on this problem, only to be compelled to a very considerable extent to rely on foreigners for this service. In the British press at the present time the shortage of British youth and the inadequate facilities for the training of British youth for foreign trade are much deplored. In Germany the need of training men for foreign service is being emphasized more than ever before. In France the subject is again being agitated in lively fashion. The liquidation of German houses in allied countries has shown that even Germany had had no little difficulty in staffing its foreign-trade establishments. We have perhaps been inclined too much to the view that the other manufacturing nations were perfectly equipped in this particular respect while we were inadequately equipped. It now appears that the United States was not alone in this state of unpreparedness for foreign trade, although clearly behind its principal competitors.

Interest in foreign commerce in the high schools of commerce, in colleges, in collegiate schools of business,

the Y. M. C. A. schools and other night schools has been on the increase in the past four years, and the increase of late has been sharp. One correspondence school in New York has issued a twelve-volume course in foreign trade which has had a large following. Some of the other well-known correspondence schools specializing on business courses have got out special reports and bulletins on export trade, ocean shipping, etc. Our foreign-trade literature is growing rapidly in books, magazines, and newspapers. Interest in foreign language courses has been tremendously uplifted both because of this growing interest in foreign commerce and because of the war. Foreign language texts, foreign language classes in the schools, private language classes and correspondence-school courses in foreign languages have been multiplied.

The Bureau of Foreign and Domestic Commerce has been in close touch with this educational development and has constantly contributed to give it impetus. The publications of the Bureau have been one of the leading means of instruction in the various aspects of foreign trade.

Most significant is the fact that the recently organized Federal Board for Vocational Education took up the subject of education for foreign trade as one of the fundamental lines for practical application at the present time in preparation for trade after the war. The Board has gone into this subject in a very practical manner and will be in a position to render most valuable service to the numerous new foreign-trade classes which are organizing this fall.

The Federal Board of Vocational Education and the Bureau of Foreign and Domestic Commerce are combining in getting out a manual of readings on foreign trade which is prepared to bring together in one volume the best things which the consuls, commercial attaches, special agents, trade commissioners and business men of the United States have written and said on the whole subject of foreign trade. In 1917 the Bureau got out a little book of "Export Trade Suggestions," in which pointers by consuls and others were given as to the conduct of business abroad. The monograph was a decided success and was welcomed by all interested in foreign trade. The new publication is being prepared by Dr. Guy Snider, of the College of the City of New York, who has conducted courses in foreign trade in New York primarily for the benefit of the clerks and minor officials in concerns doing foreign business. The monograph will incidentally serve the purpose of a text for new and old classes in foreign trade as well as providing a very solid manual for the use of the business man.

Another piece of work which the Federal Board for Vocational Education has now in course of preparation is a carefully classified collection of the documents used in foreign trade. This will give, step by step, for the various sorts of foreign-trade transactions, the actual documents in use in typical American concerns. Again the practical vocational aspects of foreign-trade transactions are kept constantly in view.

In a bulletin which the Board is about to issue actual outlines of successful courses in foreign trade will be reproduced. The aim of the Board in this opening bulletin is to provide a tangible course of foreign-trade instruction that may be put into effect at once, especially in night schools where there is an opportunity for training the men (and women) now on the job working in business houses that have to do with foreign trade. With interest in the subject running high, and with many of the professors and instructors who have been teaching foreign trade now in the service of the Federal Government, it is a real problem to get competent instruction in foreign trade. It is to meet this difficulty that the Board is issuing its present bulletin, which will set forth in skeleton a course which can readily be given by teachers of economics, commercial geography, etc. The Board is especially anxious to have the chambers of commerce as such and their membership heartily interested in this type of education. One interesting feature of the Board's suggestion is the outline of the plan of foreign-trade specialization for fourth-year high-school students who have signed contracts with business houses at the end of their third year in high school.

THE TRADE AND THE FOURTH LIBERTY LOAN.

A MEETING of the chairmen of the Crockery, Glass and Allied Trades sub-committees was held in the rooms of the Crockery Board of Trade on Tuesday, L. S. Hinman presiding. W. S. Pitcairn had asked to be relieved of the chairmanship of the committee, as he had been through three campaigns, and Benjamin Strong, Governor of the Federal Reserve Bank, then selected Mr. Hinman. It was decided that a general meeting of the various committees should be called in the near future, at which energetic measures will be inaugurated to push this loan, as it is desired to make the subscriptions larger than they were for the third.

OBITUARY.

WALTER D. DIXON, a member of the Woods-Lloyd Co., glasshouse block manufacturers, Pittsburgh, died Sept. 14, aged fifty-five. He was a brother of Harry L. Dixon, the well-known glass factory contractor.

Silas P. Leonard, one of New Jersey's pioneer potters, died at Rahway, N. J., Sept. 8, aged eighty-nine. For more than fifty years he and his brother Samuel conducted Leonard's pottery on lower Main street in that city.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, SEPT. 19, 1918.

THE trade in New York is much disappointed because comparatively few buyers have come to market so far this fall. With hardly anything new to be shown, and the high cost of traveling, perhaps it was natural that they chose to stay at home. "What's the use?" they ask. "We know all the patterns, and we can't afford a vacation." But the metropolitan houses have no cause for worry. All they need to do is advertise when they have anything they can supply. The retailers are watching for notices of this kind in the CROCKERY AND GLASS JOURNAL.

MAKE IT PERMANENT.

ESTIMATES of the saving in coal that will be effected in 1918 in the United States under the present daylight-saving plan vary from 1,000,000 tons to 1,500,000 tons. The amount of coal used in this country during the summer months in the generation of heat and light is insignificant, however, when compared with the amount consumed during the other seasons of the year.

Great Britain and Northern European countries have restricted the use of the daylight-saving plan to the summer months because the hours of daylight during the remainder of the year are so few as to render the plan impracticable. Practically all of Europe lies north of the average latitude of the United States, and the northern boundary of this country is farther south than the greater portion of Europe.

In every portion of the United States there is much more than eight hours of daylight on even the shortest day of the year. Daylight saving, therefore, would be practicable continuously in this country, and the saving effected would be very much greater in the winter than in the summer.

Two changes of time each year will subject the railroads, and every other common carrier, to an inconvenience which would be obviated by the permanent adoption of the present standard of time.

The difference in time between Washington and London would be shortened one hour by the permanent adoption of the daylight-saving plan by the United States—an item of importance in facilitating commercial intercourse between the United States and the Allies.

PERSONAL.

VERY modestly, and as if it were just the ordinary thing to do, W. L. Percy, buyer for the Dobbs & Wey Co., Atlanta, Ga., who was here for about a week placing orders, when asked what had become of the children of the late J. D. Dobbs replied that they were taken care of. When pressed as to how, it developed that he had taken them into his own home.

W. E. Wells, of the Homer Laughlin China Co., East Liverpool, arrived in New York on Monday on special business for the concern.

Although in town nearly all last week, James F. Leary, buyer for Houghton & Dutton, Boston, did not make his appearance in the crockery district until Friday noon, and left for home that night. He was after enameled and aluminum ware, of which there is a dearth, and it took all his time.

John J. Gibbin, formerly with W. D. Finke, looks well in his naval uniform. He has been assigned to clerical duty at 280 Broadway.

Henry Scott, salesmanger of the Wellington Glass Co., Cumberland, Md., who was in New York for ten days calling on the trade with Fred Hess, of the Horace C. Gray Co.'s selling staff, left last Thursday night for Boston to spend a few days consulting with the concern's representative there before leaving for home.

Marguerite Doctor, who is the "right hand man" of her father, A. P. Doctor, local representative of the Central Glass Works, Wheeling, is home from her vacation. Besides being efficient in business she is an ex-

pert needlewoman, and while away took a blue ribbon for a beaded bag and half a dozen second prizes for embroideries at State and County fairs in Western Pennsylvania and Ohio.

Frederick Skelton received word on Sunday that his cousin, who is with the boys in France, was severely wounded on August 14th.

George J. Veach, of the furniture house bearing his name at Oil City, Pa.; accompanied by his family, registered at the Hotel Seville, last Thursday after making the 500-mile trip here in his car, and expects to remain until the latter part of this week placing orders for the concern's china and glassware department.

Upon returning from the theatre with H. Benedikt last Friday night, W. S. George, head of the W. S. George Pottery Co., who was in the city for a few days, was handed a telegram from his daughter which read:

> "Our lucky day, Friday the 13th. Married this afternoon at Asheville, S. C. On way to Washington. MARGUERITE."

The bridegroom is Captain Joseph Adams, of the Medical Corps, and the happy event had been hastened by his anticipated early departure for France.

Charles L. Sebring, head of the Sebring (O.) Pottery Co., was a visitor in New York the first half of the week.

E. D. Austin, Battle Creek, Mich., accompanied by Mrs. Austin, to whom he was recently married, registered at the Hotel Astor this week. Mr. Austin is a well-known buyer in the market, and his arrival is always welcomed.

I. H. Baker, of the Century Cut Glass Co., Saugerties, N. J., was calling on the trade this week.

Arthur Peterson, formerly with Thos. G. Jones, called on the latter last Monday and related some interesting experiences during his year and a half in the navy. Chasing submarines is certainly some sport.

R. J. Wylie, who has been connected with Dela Croix & Wilcken, New York representatives of the H. Northwood Co., for the past two years as traveler, has resigned to accept an office position with a Philadelphia electrical supply concern.

Varde McFarland, president of the Pacific Importing and Exporting Co., Seattle, arrived in New York on Monday to confer with Mr. Lowman, the New York representative. Mr. McFarland is just home from a trip to Japan, where he has arranged for a lot of good things for this market. He will be here about a month.

C. H. Hennings and Joseph Hurd, travelers for the W. S Pitcairn Corporation, left Monday on their regular fall trips. E. C. Ledger will open in Boston next Monday.

Mr. Beeshy, Ridgway, Canada, writes that he will be in New York the last of this week.

Miss Josephine Beaubernard, who buys for the retail department of the Geo. H. Bowman Co., Cleveland, came to town on Monday and met Edgar Bowman, of the firm. Geo. H., head of the house, arrived on Thursday. They are all at the Prince George.

Geo. L. Warwick, St. John, N. B., is in town buying. He has had, and is having, an excellent business, and so far has been kept well supplied with ware, both foreign and domestic. He is at the McAlpin.

Max O. Doering, formerly in charge of the New York office of Chas. Ahrenfeldt & Son, writing from Lucerne, Switzerland, under date of August 23, concerning the exposition which opened there September 1, says the demand for space is so great that it exceeds by more than double that called for at any similar affair in peace times. More than 80,000 visitors are expected, business is booming, and prices are sky-high. In fact, money is no object with buyers.

Professor T. Poole Maynard will be at the Chemical Exposition opening at the Grand Central Palace on the 23d and will show sample of domestic clays and explain their merits.

W. G. Ryan, of Webster, Smith & Co., Halifax, N. S., was an office caller this week. For many years Mr. Ryan or some member of the firm has paid us such an annual visit—a courtesy very much appreciated.

John McCutchen, of the Cramer & McCutchen Co., Tarrytown, N. Y., spent Tuesday in the local market placing orders for china and glassware. He says business generally along the Hudson is very good, and that his concern will have no complaint to make if it continues as it as at present.

Rudolph Gaertner has resigned as secretary and treasurer of Edward B. Dickinson, Inc., and has withdrawn his interest in the corporation."

Rudolph Singer, a director as well as local representative and merchandise manager for Joske Bros. Co.,

San Antonio, Texas, has resigned after thirty-four years' connection with the concern, the resignation to take effect October 1.

"Grandpa" is the new title bestowed on Arthur J. Bennett, president of the Cambridge (O.) Glass Co. His son-in-law, Lieut. W. L. Orne, who is in the Engineering Corps and stationed near Washington, brought the news to New York on Wednesday that a baby girl was born last week. Lieut. Orne was in charge of the blown department of the Cambridge factory before he enlisted. He was here on Government business, and left for Washington Wednesday night. Mr. Bennett had already received the news in New Hampshire, where he was visiting, and was passing through New York on his way to see his new granddaughter when the lieutenant surprised him by meeting him on the train.

R. L. Chambers, who represents in East Liverpool the decalcomania business of Rudolph Gaertner, has been in New York this week looking over the situation.

Chas. Aarons, of the Homer Laughlin China Co., was in New York for a few days this week.

F. O. Shattuck, with Geo. F. Bassett & Co., proudly announces the birth of Frederick Fairbanks Shattuck on Sept. 14. The advent of the youngster is particularly gladdening to a household whose only other child is a daughter who reached her majority recently.

Credit should be given W. S. Pitcairn for the work he has done as chairman of the general committee soliciting subscriptions to former Liberty Loans. He has worked hard, faithfully and efficiently. L. S. Hinman, who succeeds him, is equally capable and clear-headed, and a born organizer. He has entered upon his duties with an energy which augurs large results.

GREEMAN WINS WAR CROSS.

AMONG those recently awarded the Croix de Guerre for bravery on the French front is "Teddy" Greeman, son of Louis Greeman, with Morimura Bros., who, in writing to his mother, says:

"If some congenial idiot starts a small town rumor about what happened to Greeman, please don't get frightened. There came a day last week when I was assigned to take four 'blesses' down to the hospital. I had to pass along a shell-swept road. There was a hill to climb, one like the Palisades at Fort Lee. We got about half way up when 'Kate' (the name he has given to the ambulance he drove) became thirsty; but I did not worry, as I had a three-gallon tank of gas in reserve.

"I stopped and poured in the gas, wound the crank; but there was not a murmur. Then I discovered that some half wit had put kerosene in the reserve tank. I rolled her to one side and got the men out. I managed to get the wounded up the road about a mile and secured another tank of petrol. I started back, and after about forty minutes' work reach the top of the hill.

"Something had happened to 'Kate.' The shell that hit her must have landed clear in the centre. It blew the body clean off the chassis and sent it into a neighboring field. It cut the steel frame in half as if it had been cheese.

"I have another machine now, 'Kate II.,' but my first love will never be forgotten."

Another letter received August 15 says, in part: "I grow more optimistic from day to day. You'll see me home before you realize it. The half-way mark has been passed and we are on our way."

THOSE GOODS LYING AT HOLLAND.

THE War Trade Board recently announced a plan under which firms desiring to dispose of merchandise of enemy origin which is in the full ownership of the American firms and still stored in Holland may sell the goods.

In arranging for the details of such a transaction the exchange of cable messages is uuavoidable, and the War Trade Board has perfected a plan for facilitating the transmission of such dispatches. The letter outlining the procedure to be followed in connection with such transactions, and cablegrams relating thereto, follows:

"We would advise you that the War Trade Board is prepared to allow firms situated in this country to sell merchandise stored in Holland through agents who are not of 'enemy' character, provided certain conditions are complied with, and provided they sign and return to this office affidavits such as the one which we enclose herewith for your information.

"This Board does not order the sale of the goods and has no interest in their disposition, provided that no person of 'enemy' character is in any way benefitted by the transaction. The condition of sale, however, is that it must be made under the joint supervision of the War Trade Board representative at The Hague and the Netherlands Overseas Trust, and permission is only granted in cases where no person in enemy territory has any lien on the goods in question.

"When permission is granted by this Bureau to sell such merchandise in Holland through agents which are approved by the War Trade Board, this Bureau cables at the expense of the interested party in this country, advising the War Trade Board representative that permission has been granted for the transaction in question, and instructing him to supervise the sale and delivery of the goods. At the same time, the American firm is notified of the action taken, and a number is given to the American concern to use in their cable messages and on their letters in order that the messages may more quickly pass the British and American cable or postal censors."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The advance in wages offered at the conference between manufacturers and workers at Atlantic City has been refused by certain branches of the trade, and another joint wage conference will be held, beginning next Tuesday. The chimney workers have adjusted their differences, additional advances having been granted that branch. Mold makers, paste and iron mold workers will be concerned in the forthcoming conference.

At the organization meeting of the board of directors of the United States Glass Co. the former officials were re-elected, as predicted in this column. The company has been working on a factory improvement programme for some time, and a number of changes will be made in the different plants ere long.

Joseph Rent, of the Duncaan & Miller Glass Co.'s sales department, in spending a season on the Pacific Coast, combining business with pleasure.

The total loss in hours by the workers in glass factories, as shown when time slips are computed for payrolls, is enormous. The most trivial reasons suffice for a lay-off with some of them. The hours lost, when reduced to days or working turns, fully account for the lack of production.

News has been received here of the death of Capt, Thomas, somewhere in France. He was financially interested in the Highland Mantel and Tile Co., and a large buyer of lighting glassware and fixtures.

At a very early date, perhaps October 1, a ten-mile "dry" zone will be in operation here on account of the Government establishing training camps in the Schenley Park district. The bars in all the leading downtown hotels will have to close. Many hold that Pittsburgh as a whole will be "dry" before December 1.

Miss Emma Sharon, for several years in charge of the local sample rooms of the United States Glass Co., has been promoted to be assistant to Henry Nickel, city sales manager. She is the first young woman to call on the glass buyers here as a direct factory representative.

From present indications it looks as if some of the January pottery and glass exhibits will be located in the Monongahela House and the Chatham Hotel. Several bookings have already been made at the latter. The Chatham Hotel was the former Lincoln, on lower Penn avenue, and is now under the management of Brown Stahl, formerly of the Ft. Pitt.

The Corning (N. Y.) Glass Works, the Homer Laughlin China Co., Newell W. Va.; and the Sebring (O.) Pottery Co., are heavy stockholders in the new Consumers' Fuel Co., which has completed its formation at Pittsburgh, and includes the consolidation of nine coal mining companies. The Consumers' Fuel Co. has been capitalized at $2,350,000, and is closely associated with the Consolidated Fuel Co. of Ohio, which has a capital stock of $1,500,000. The two corporations have a possible production of over two million tons of coal annually. Over a hundred large industries of the country are concerned in the new organization, which means that these manufacturers are now mining their own coal.

The manufacturers of bar glassware are already turning their attention to other lines, and are looking for items to make so that they can keep the shops running and retain their skilled workmen. Chemical glass for Government use is one of the new outlets that some of them are considering.

E. D. Libbey is again president of the Owens Bottle Machine Co., of Toledo, O., succeeding Clarence Brown, deceased. Mr. Libbey was president of the company from the time of its organization until June, 1917, when he was succeeded by the late Mr. Brown.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson	27	485	$226.46
Frank & Danziger, Inc.	9	10	39.85
A. J. Fondeville & Co.	61	445	366.27
Edward Boote	309	1393	1,638 85
B. Shackman & Co.	53	727	401.70
Lowenfels & Co.			665.19
Chas. M. Levy	3	100	37.45
Pairpoint Corporation	20	558	239.50
Strobel & Wilken Co			8,618.68
Wallach-Behrend Co			126.50
Tashjian Bros		45	11.25
Takito, Ogawa & Co.		752	188.00
Le Roy T. Pease	30	280	194.62
L D Bloch & Co.	66	2227	886.75
Leo Schlesinger Co.			1,513.50
M. Herbert Co.	9	1641	450.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.	189	356	894 05
U. S. Glass Co.	92	1278	730.00
C. Dorflinger & Sons	22	178	136.02
K. J. Okajima		193	48.25
George H. Kamoi	221		919.36
Higgins & Seiter, Inc.	260	1600	1,700.00
Fensterer & Ruhe	73	473	422.77
John L. Garvey	6	150	62.40
Edw. D. Soule		431	107.75
Gudeman & Co.	7	289	101.39
Fostoria Glass Co.	43	137	212.56
Ko Kozai		58	14.50
Theo. Haviland	64	240	226.65
L. Straus & Sons	903	2364	4,456.18
Lazarus & Rosenfeld	131	2660	1,208.81
Herman C. Kupper	317	687	1,756.75
B. Illfelder & Co.	1	37	13.40
Empire China Works	71	851	508.11
B. Strasburger	72	720	479.70
Ed. Williamson	10	110	68.66
F. A. O. Schwarz	137	2091	1,093 49
Steinfeld Bros.	9	35	46.10
J. Wedgwood & Sons	66	407	378.35
Wimelbacher & Rice	8	42	43.70
Morimura Bros.	322	7584	3,240.29
Geo. Borgfeldt & Co.	1599	3427	7,556.94
Wm. H. Plummer & Co.	39	224	219.25
John Simmons & Co.	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm. Dougherty	65	180	316.70
Vogt & Dose	15	349	150.10
S. Birens	200	6	826.00
Calumet Mfg. Co.	26	100	132.92
Jas. S. Barron Co.	34	86	162.60
H. G. McFaddin & Co.	150	100	647.50
Lee B. Lok	58		241.67
G. W. Wineberg	37		154.29
James M. Shaw & Co.	54	436	332.94
Manhattan Enamel WareCo			90.29
M. & M. Bloom		662	165.50
Bryce Bros	73	286	$376.67
Handel Co	41	36	175.00
Thos. B. Adams	2	45	19.57
Evans Gift Shop	3	50	25.01
O'Gorman Pub. Co.	124	250	601.35
Rich & Fisher	10	224	97.90
Paul A. Straub & Co.	20	222	139.30
Hugh C. Edmiston	207	92	886.25
C. H. & E. S. Goldberg	27	141	148.08
Mrs. Philip J. Termini			400.00
The Owens-Kreiser Co.	9	100	62.61
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
Rowland & Marsellus Co.	24	110	127.58
Barney Scher		120	30.00
Benjamin Griffen	33	817	342.25
Morris Sendar	22	634	250.24
M. Propp & Co			509.75
Henry Birn & Sons	20	90	106.90
Max Rikelman		300	75.00
Baker & Bennett	100	26	424.50
Samuel Schorr		64	16.00
S. Alpert	7		29.26
H. Brand	53	89	243.26
Maddock & Miller			79.60

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

Miss Fitzpatrick, c, Owen Moore & Co, Portland, Me.

Mr Snerr, c, Columbus (O) D C Co, Prince George.

P C Schaeffer, hf, c, g, Adam Meldrum & Anderson, Co, Buffalo. 230 Fifth ave,

S B Moody, c, g, l, Newcomb-Endicott Co, Detroit. 200 Fifth ave.

F T Budge, c, F T Budge Co, Miami, Fla. Monticello.

C Beaman, s, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.

A Lounsberry, hf, Cincinnati. Park ave.

A Bennett, hf, Newport, R I. Grand.

A D Wilheim, hf, c, t, W Taylor Son & Co, Cleveland. 470 Fourth ave.

F F Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.

D Southworth, hf, Philadelphia. Broztell.

W Challenger, hf, Nanticoke, Pa. Grand.

H Kishback, hf, Berwick, Pa. Grand.

E T Noftel, t, Montgomery, Ala. Continental.

F J Smith, c, l, Gilchrist Co, Boston. 200 Fifth ave.

B McMannon, hf, t, Barbade, Eiband & Co, Galveston, Tex. Latham.

G B House, s, Jones Store Co, Kansas City, Mo. 23 East 26th.

J A Armstrong, hf, c, Hens-Kelly Co, Buffalo. 1133 Broadway.

A Broude, hf, Broude & Co, Boston. Wallick.

D L McCarthy, hf, Stewart Dry Goods Co, Louisville, Ky. Broztell.

H G Chamberlain, t, S T Iszard Co, Eimira, N Y. York.
M Abrams, g, Abrams & Co, New London, Conn. Broadway Central.
Mr Langdon, c, Dey Bros, Syracuse, N Y.
Ed Malone,c, F Vorenberg Co, Boston.
J Marks, t, Marks & Knoring Co, Boston. Latham.
K L Lugrin, t, Jordan-Marsh Co, Boston. 432 Fourth ave.
A Rosner, hf, Loveman, Joseph & Loeb, Birmingham, Ala. 116 West 32d.
C Ambler, hf, Porteous & Mitchell Co, Norwich, Conn. 432 Fourth ave.
A A Hall, c, g, l, Hutzler Bros, Baltimore. Holland.
W T Mitchell, t, hf, Duffy-Powers Co, Rochester, N Y. 470 Fourth ave.
J L Haines, hf, c, g, J B White & Co, Augusta, Ga. 23 East 26th.
J W Waldorf, hf, c, g, Hochschild, Kohn & Co, Baltimore. 230 Fifth ave.
A J Stumpf, t, Siegrist & Fraley, Buffalo. 212 Fifth ave.
C I Smith, t, Reid & Hughes Co, Norwich, Conn. Continental.
J H Pyle, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
J Thomas, hf, Taylor, Tex. Park Avenue Hotel.
G E Bacon, hf, F E Bacon Co, Rome, N Y. Latham.
G S James, c, g, R H Williams, Regina, Canada. Imperial.
S J Nealis, c, g, hf, Gamble-Desmond Co, New Haven, Conn. 470 Fourth ave.
J A Davidson, c, g, Davidson Co, Port Huron, Mich.

LAWRENCE KINET DOWNED.

THE United States Glass Co., Pittsburgh, is in receipt of a letter from its London office containing the following:

"We have just received a letter from Lawrence Kinet saying that he is going to a hospital. August 25 he was brought down by seven Huns. He fought until the last; but one of them shot off his controls, and down he came. He is sorry to report the loss of his observer, but he himself is not hurt at all—only slightly shocked."

Before entering the aviation service Lieut. Kinet was connected with the sales department of the U. S. Glass Co. His parents reside at 405 Deer Lane, Rochester, Pa.

GOOD WORK.

IF all the members of the American Defence Society worked as zealously as Charles J. Dela Croix in increasing the membership the organization would soon become a much greater power in its admirable work than it already is. In the very short time that he has been a member he has enrolled scores of new names, not only in New York, but in other towns and cities in which he has traveled. The society has written a number of letters highly complimenting him on the success of his efforts.

HOLIDAY SELLING.

EXPRESSING himself as highly gratified at the understanding reached with the Council of National Defense by manufacturers of and dealers in goods sold to the Christmas trade with respect to holiday buying this year, Edward A. Filene, of the Wm. Filene's Sons Co., department store, Boston, applauds the breadth of mind of members of the Council in changing their position, and also the loyalty of the trade in adopting restrictions to govern the selling of Christmas goods so as not to hinder the Government's war programme.

Mr. Filene recited the five restrictions under which retailers will sell holiday goods, and said they make possible the disposition of goods already bought by the trade which under the policy previously announced by the Council would have lain on the shelves of retail stores, and consequently in many instances would have seriously tied up capital needed properly to serve the public.

"The manner in which we observe the restrictions laid down," said Mr. Filene, "will govern the attitude of the Government toward us in the future. If our part of the compact is carried through, as I am sure it will be, it will still further strengthen our record as patriotic men. Nothing will help us like loyal performance of our duty, and I feel sure there will be a most loyal compliance in every city and town in the country. Our part of the arrangement should be, and I am certain will be, carried out in spirit as well as in letter.

"It must be borne in mind also that the whole agreement can be carried out only with the strongest co-operation of the buying public. Even if we do everything we can, it will prove impossible to carry through the arrangement unless there is a change of habit on the part of the public and unless they actually purchase their presents early. Local and State patriotic societies and the Government departments interested will have to help with campaigns of publicity and pro-

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

TO MANUFACTURERS.

DR. T. POOLE MAYNARD, of Atlanta, will have on exhibit at the Chemical Exposition, Grand Central Palace, New York, booths 234 and 235, beginning September 23, whiting from the Georgia Mineral Products Co., chiha clays of the Interstate Clay Co. and crucible clays of the Southern Ball Clay Co. Our specialty is supervision and standardization of raw materials, and the manufacturer can depend upon uniformity when using any materials under our supervision. Make this booth your headquarters.

paganda. Retail stores should publish immediately in their advertisements details of the arrangement.

The rules laid down for the retail trade to follow are:

Retail interests are not to increase their working forces by reason of the holiday business over the average forces employed during the year.

Normal working hours will not be lengthened during the Christmas season.

Retailers will use their utmost efforts to confine Christmas giving, except for young children, to useful articles.

Every effort will be made to spread the period for holiday purchasing over the months of October, November and December.

Deliveries will be restricted, and customers will be asked to carry their own packages wherever possible.

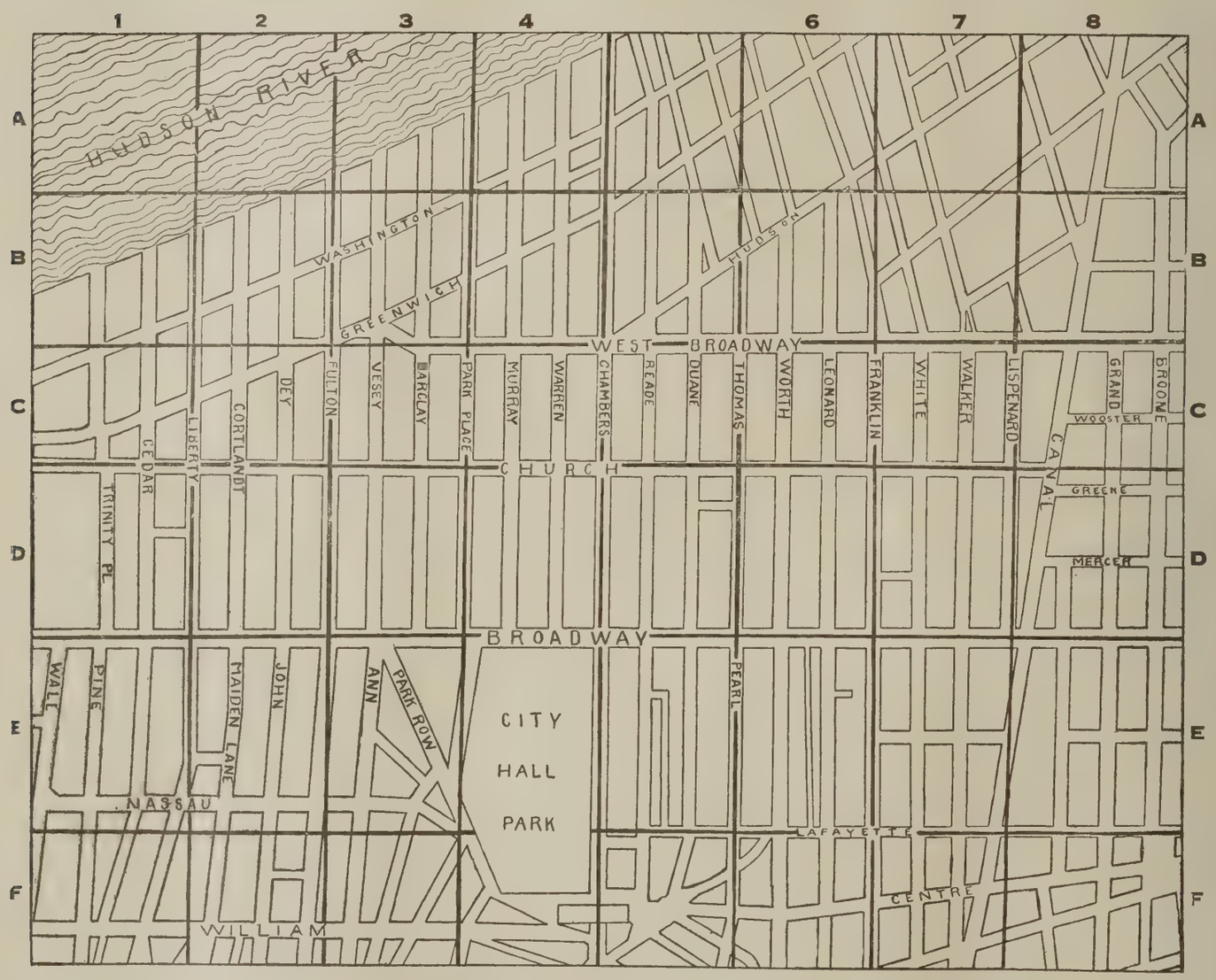
"HOW many lumps will you have?" asked the waitress.

"Two" said he.

She dropped in one.

"Thanks!" murmured the man, and went right on with his eating.

Locations of Firms in the Downtown District.



Bassett, G. F. & Co., 72-74 Park Place.... B 3
Bernardaud, L., & Co., 46 Murray St..... C 4
Bonita Art Co., 50 Park Place ..... C 3

Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4

Friedlaender, Oscar O., 40 Murray St..... C 4

Goetz, O., 43 Murray St..... C 4

Honesdale Decorating Co., 36 Murray St. C 4

Kupper, Herman C., 52 Murray St..... C 4

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Tarentum Glass Co. 25 W. B'way..... C 3
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Vogt & Dose, 65 Barclay St..... B 3

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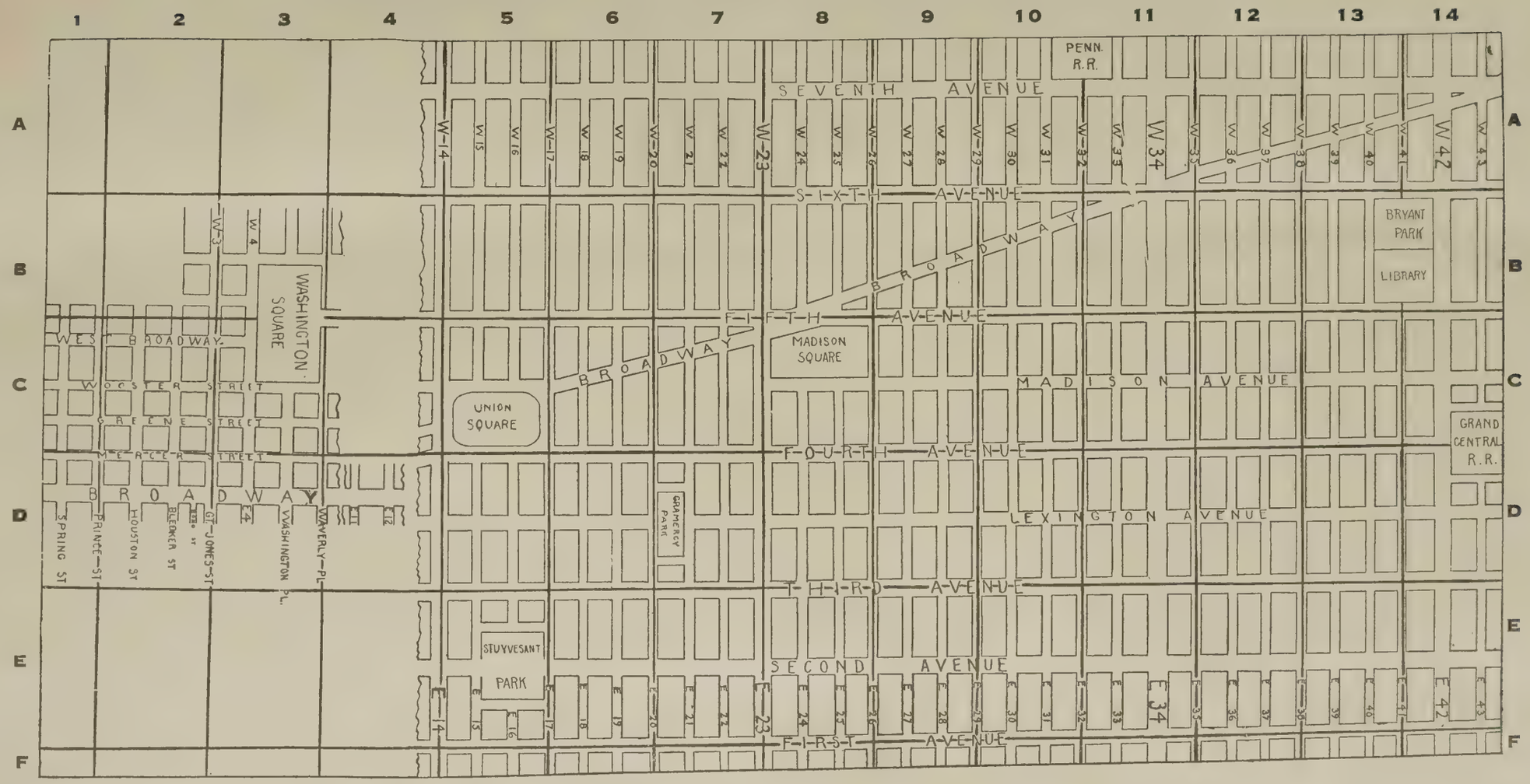
Locations of Firms in the Uptown District.



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CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 26, 1918.

A GLASS SALESMAN AT THE FRONT.

Graphic Description of the Life of an Upton Graduate.

ONE of the most interesting epistles describing a soldier's experiences ever written is appended. In its stark realism it approaches the work of Boyd Cable, and Coningsby Dawson could scarcely have done better with some of its passages. There is an utter absence of effort—in fact, therein lies its merit. Herman Kashins, erstwhile cut glass salesman of this city, has a talent for writing of which perhaps he himself is unaware. We are proud to place on our first page such a contribution to the literature of the war:

IN THE FIELD, FRANCE, Aug. 26, 1918.

DEAR ED.—Your very welcome letter of July 18th arrived here two days ago. Mr. Mailman stopped the war for a few hours to enable us to read and digest and enjoy the good things from home. I received twenty some odd myself, and it was dark before I could finish reading them all, so had some for the next day. You see, we have no lights showing from our dugouts.

Say, Eddie, it has been a long dream—and now I am here! I've been from one end of France to the other—from Brest to Bordeaux, from Bordeaux to Lorraine—and now I'm here in the thick of it, hook, line and sinker, with both feet, tooth and nail, on the most active sector in France!

Let me try and give you just an idea of what I've seen—am seeing.

I am in the Marne sector. Ever hear of the Marne? Yes, that's right—it's a river. It's a river of blood. When you get close to it your heart either stops beating altogether or it is beating so fast you don't realize it is beating at all.

That river is a famous resort, Eddie. In the last four years a lot of sick Germans visited this great watering place; but they never stayed long. They said the water was too hot for them.

There's a strange thing connected with that river, Eddie—with the water. It's magic water. I've heard it from all sides that when a German gazes into the water his reflection resembles a goat. It's hard to believe this, Ed; but, still, ask any German.

Well, we passed across this river (funny, I've got to mention it once more) more than two weeks ago.

I'll tell you just how it happened. It appears that a lot of Germans were all around there. Nobody liked them there. Gee! the French, you know, about four years ago threw them out of that place, but the Germans, being very plebeian and provincial, and not up to all the modern social rules, didn't realize that they need an engraved invitation before making a visit, so they came again, and, the Americans having decided that the Marne was a nice little river to bathe in, and with beautiful scenery surrounding it, they just went ahead and threw the German baggage out of the windows, and, in good old Yankee fashion, told the pirates to "beat it." We weren't rough about it, of course. We just told them in a nice way to make a noise like a tree.

Now, Ed, those old geographies and histories they used to teach us with in the good, old, golden-rule days gave us one big false impression. I remember once during an examination in geology in class 7A we were asked to describe ivory. So, being at the head of my class then, and having studied the latest treatises on that geological subject, I found it quite an easy question to answer. I answered that ivory consisted of 200 pounds of German person, with a beer-barrel belly, and is noted for its inability to run fast because of said fat belly. I was given a good mark for the answer—100%.

So, then, coming back to present events, I want to say that I was taught wrong. For, when these Germans started to run they ran like hell. They certainly don't smoke cigarettes, or their wind would never have held out. Why, Eddie, you won't believe this, but it's true—I know, because I had to run after them—those sausage manufacturers ran so fast that we had to march every night for a week straight—twenty miles a night

—ten, twelve hours at a stretch—before they—I mean the Germans—got tired and stopped. And we are right here in front of them, making funny faces at them.

By George! I'll never forget those marches! At dawn we would get into a forest and rest for the day—oh, wait a moment, please! I got the wrong word there—the word "rest." What I meant to say was that during the day we would get into a forest or wood and—well, I don't know how to express it in one word, so I'll have to tell you more about it.

We would feed, water and groom the horses, clean and grease the guns; then feed, water and groom the horses. Then we would fall down on the ground, against a stump that was a tree before a shell hit it, and go to sleep—only we didn't, because, you see, of course, that by that time the sun had begun to set behind the green hills, setting in its dying splendor (and all that rot), and that meant "hitch in" and resume the march. That's all we did, Eddie.

Most of the time we lived on iron rations—very pretty little pieces of hardtack—emphasis on "hard"—and red-hot coffee, cooked on the march. You'd be surprised how wonderful that tastes—that is, if you can bite it—I mean the hardtack. Most of us fooled them, though. We saved most our hardtack until we could catch up with Hans and Fritz, and then we intended throwing our 45's away if we got into close quarters and throw these lumps of iron at them—see?

Well, that's all we did, Eddie, every night on the march, every day in the woods—"resting!"

The guys we were chasing left a lot of things behind them—mostly dead Germans. No matter where we were, we saw lots of their souvenirs—rifles, helmets, guns, ammunition—loads of it—and graves. In some places they were packed so tight their knees stuck up out of the ground. And the flies! And their stench mingled with that of dead horses! Ugh!

When we went to get water and the doctor would examine it and say very sweetly, "Poisoned," we would just grin and say, "Well, we didn't want to drink it—we wanted to wash our socks." You see, Eddie, you don't get very thirsty when you're marching; but your socks—well, as I was saying, we saw a lot of things.

The second night we crossed the Marne (there I go again, raving about that place). We went across on a pontoon bridge, and while crossing I saw mountains of broken stone on both sides of the river. Some Smart Alec told me this was once a city—in fact, only a few days previous it was a real, live, busy little burg. I told him he was crazy. He said: "Didn't you ever hear tell of Chateau-Thierry, you nut?" And I said: "Chateau-Thierry? Why, you bandy-legged son-of-a-sea-cook, if you knew anything about French you would know that 'Chateau' means 'house'—'mansion.'" So he told me to dry up—which I didn't have to do, because I was bone-dry anyhow. And we haven't spoken since then.

Nobody can try and tell me that that was a city. All those stones were made small ones from big ones to ship back to New York to fix the streets where the new subway was built—or are those damn streets fixed already yet once, Eddie?

We passed through scores of such places—heaps of stone—ghastly-looking, grim spectres of civilization in the moonlight. Then, Ed, then we knew! Yes, sir; we knew why we were here! We didn't sing on those marches—a man doesn't sing in a graveyard—and here we were viewing the graveyard of the world. I feel a serious mood coming on; so if you aren't tired yet reading all this stuff you will have to stand for a bit of inward feeling.

It's rotten! This very spot—my dugout—is rotten! Everything outside—everything in view but one is rotten. I shall speak of the exception in one moment. Noise, dirt, filth, death—it's a rotten, stinking, sickening, nauseating thing!

The nights! Oh, God, the nights! Shells, gas, aeroplanes, bombs, unceasing, unrelenting thunder and lightning. A thousand guns or more speaking in unison, laying a barrage—the curtain of fire and steel—an earthquate multiplied a hundredfold, from sunset to dawn and intermittently during the day, and the big naval guns chiming in and rocking the earth, aeroplane motors giving forth the sound of a saw-mill or the hum of giant bees, and bombs from the sky—that is war!

I haven't had my clothes off in two weeks. Am I tired? I don't know. I guess I've forgotten how to be tired. I have learned a few things, Ed—one, that the powers of endurance are infinite.

And the men! Oh, yes—the men! I said I was going to speak of just one thing that was not rotten. That's the men. I would like to say something about them—us—but that is where I have to pass the buck. Some day some person or persons will publish a new English dictionary. It will be a dictionary of adjectives only. They will all be new words, with new meanings. They will fit in where our present vocabulary fails. Then, Eddie, a fellow will be able to talk about the men.

I'd like to be home, old top. I'd like a cantaloupe and some toast and some steak and onions and real coffee. I'd like to take a dip in the surf—just one dip. I'd like to sit around the lunch table at the "Flatiron" and chew the rag and help to decide the destinies of the nation (good old days!). I'd like to fall between two nice, white, clean, linen sheets over a soft mattress. I'd like to sit at an open-air movie show and smoke a cigar and look up at the sky and say, "Dandy night, isn't it?" instead of "Great night for bombs, fellows."

What? Sentimental, you say? Talk like a kid? Eddie, those of us who will get back will be kids the rest of our lives. Oh, yes, I'd like to be back; but I'll stay until the Germans speak French and yell "Finis!"

HERMAN KASHINS,
Battery B, 305 Field Artillery.

IMPORTERS DISCONTINUE BUSINESS.

IN May, 1917, a new concern with the title of the Salinger, Magnus & Soules Oriental Department of Salinger & Magnus was organized in this city as importers of Japanese novelties, toys, dolls, lacquer ware, etc. The business was under the management of A. E. Soules, who was for nine years with Morimura Bros. At the time there was no thought of Government restriction or embargo on imports. A very satisfactory business was booked up to March of this year, since which time the United States Government and the Canadian Government have placed an embargo on practically every item handled by the concern. This has necessitated the discontinuance of the business, and the stock of samples is now being disposed of.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of August amounted to £42,879—a decrease of £28,249 from the figures for the same month of last year.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE new line brought out by Edward Miller & Co. recently is very fine. The goods are beautifully finished, every detail being worked out as carefully as if the articles were composed of gold or silver. In fact, one of their talking points is that their goods are made like a watch.

Owing to their acquisition of additional space, Malone & Nicholson, who are now handling the illuminating glassware made by the Hocking Glass Co. in addition to the factory's tableware and specialties, are making a very attractive display of the line.

Mogi, Momonoi & Co.'s lamp department is filled with odd conceptions. One line has pottery bases in a reproduction of cloisonne bronze so cleverly executed in coloring and design that only close examination reveals them to be other than genuine. Parchment shades to match accompany them.

Koscherak Bros. have brought out a line of candlesticks in a composition molded into quaint shapes and in rich subdued colorings.

The McKenna Bros. Sales Corporation, 1271 Broadway, is displaying a very fine assortment of mahogany lamp bases from the Almar Mfg. Co. in floor and table sizes. While quality is the paramount feature of the line, the manufacturers have managed to maintain very modest prices. Only solid mahogany and the best materials obtainable are used, so that the retailer can buy with confidence that he is getting the best to be had at any price. The line also comprises an attractive show of silk shades.

As usual, there are a host of new designs to be seen in Takito, Ogawa & Co.'s decorated lamp line at their salesroom, 101 Fifth avenue. H. Ichikawa, who superintends the manufacture of the line, is constantly on the alert for new ideas, and no one can begin to realize how well he succeeds in getting away from the ordinary styles, until the display is seen. In the shades too, he has attained just as remarkable results as in the bases, the line comprising some of the cleverest creations seen in many moons.

The bluebird is still a favored decoration in some lines, as will be seen by the accompanying illustration.

This dainty little candlestick is always a popular number at Wm. R. Noe & Sons', 53 West Twenty-first street.

One of the interesting articles in the August number of the Phoenix Glass Co.'s "The Illuminator" is by E. H. Goodnough on "The Hurricane Shade." This was developed in 1775-1800, when candles were the home illuminant, and was designed to protect the candle from draughts. It fulfilled its purpose so well that it was named the Hurricane. Its graceful lines and simplicity of design have been put to modern use in an electric fixture carried out in the Colonial style.

AT CHICAGO.

THE cooler weather has improved retail sales, and the department stores are placing more business than for some time. The big demand is for staple merchandise. Fancy goods are not wanted, although some buyers are taking on a little to protect themselves in case the factories making non-essentials should be forced to close down.

* *

Mirror plateaux are dead out here, and cut glass is not selling, either, with the exception of light cuttings.

* *

Martin Simpson, son of Lewis H., has become a Red Cross ambulance driver, and will leave for overseas after a short period of training in this country. Lewis P. Simpson, an older son, has been in active service in France for several months.

* *

H. H. Phillips, manager of the plant of the United States Glass Co. at Gas City, Ind., has returned home after a visit with F. T. Renshaw, manager of the Chicago office. B. H. Palmer, of the Chicago office, is in the city for a few days after completing a trip on the road.

* *

Hugo Pick, of Albert Pick & Co., has returned to the city after visiting some of the factories.

* *

Ed. Lewis, buyer of housefurnishings for Carson, Pirie, Scott & Co., spent the week end out of the city visiting relatives.

* *

Frank McAnulty, for several years associated in business with his brother, A. H. McAnulty, has entered the shipbuilding service on the Atlantic Coast.

* *

A. C. Rothschild, salesman for the Fulton Glass Co., has been arrested charged with a serious statutory offense.

* *

William Ford, of Burley & Tyrrell, is back in the city after a short Eastern trip.

* *

Phil Hinckley, salesman for Earl W. Newton in Michigan territory, spent a few days in the city during the week.

* *

Walter G. Minnemeyer is arranging with a retail grocers' organization to take the entire crop of sweet potatoes grown on his plantation in Mississippi. The samples he has received are very fine, and he expects to net a big profit.

* *

Buying was fairly liberal at the annual convention of the National Retail Tea and Coffee Merchants' Association held at the Hotel Sherman last week. However, the buyers seemed interested in the cheaper premiums, and would pay no attention to some lines of glassware displayed, which they regarded as marked too high for their purposes. Some would not buy anything, because they claimed to have large stocks on hand left over from previous purchases.

* *

Among the buyers in the city were John Jacklin, for Harris, Emery & Stone, Des Moines, Ia.; Phillip Maurer, for the Omaha Crockery Co.; A. Moser, for Auerbach & Sons Co., Salt Lake City.

AN ARTISTIC SOUVENIR.

WHEN the Macbeth-Evans Glass Co. get out trade literature they do it in good style. Their latest commemorates the dedication of their Charleroi works on July 20, an account of which we published at the time. The cover-page shows a shield in colors at the top, and at bottom a photographic reproduction of the town. Inside are illustrations of the raising of the flag and other incidents of the celebration, and there are also excerpts from the addresses made on the occasion. Not the least interesting of its contents is William Tyler Page's "The American's Creed."

IMPORTERS OF ENGLISH GOODS WANT RULE MODIFIED.

THE Conservation Division of the War Industries Board has sent broadcast to importers, jobbers, and retailers a list of the items, shapes and decorations to which it restricts the manufacture of vitrified china and semi-porcelain, in accordance with the schedule adopted by the American potters a short while ago and published by us at the time.

At a meeting of the English importers held last Friday to consider the matter it was unanimously agreed to abide by the request of the War Industries Board; but there were two points on which they desired a little concession. The Board wanted the rule to go into effect on Oct. 1. This, it was felt, would be almost impossible, as there were goods in transit which could not get here by that time. The other was in reference to the difference in sizes—an American seven-inch plate measuring nine and a quarter inches, while an English seven-inch plate measures nine inches. It would take a long time to make any change, and if the plates were entered at the Custom House in the customary mannor complications might arise. It was decided to send a committee to Washington to explain this and try and arrange the matter. W. S. Pitcairn and Geo. B. Jones were appointed, and left on Wednesday for an interview with the authorities.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The employment of female help in clay shops to take the place of mold runners and batters-out is likely to become general in this district. The experiment was first tried by the Knowles, Taylor & Knowles Pottery Co., followed a few days later by the Taylor, Smith & Taylor Pottery Co., and has proved highly satisfactory, an increased production already being reported. The girls are receiving the same wages as the men did. Over a score are now being employed by the jiggermen in the Knowles, Taylor & Knowles plant, and the jiggermen are elated over results.

* *

"Do not light any kilns!" was the substance of an order issued to pottery manufacturers here late last week. The weather was a bit cool, but not sufficiently so to justify this action. Manufacturers were unable to obtain any information from the gas company as to why the shut-off was ordered.

* *

The Southern Potteries Co., Erwin, Tenn., has started manufacturing a line of hotel ware.

* *

Letters were received by manufacturers in this territory a few days ago stating that hereafter orders for gold would be delivered only on a basis of fifty per cent of their requirements.

* *

The Ohio Fuel Administration at Columbus is keeping a keen eye upon the coal situation in this district. Early in the summer all coal users were advised to "stock up" in anticipation of a possible shortage this winter. Now the information comes from those in authority that supplies must be limited. Where one manufacturer was working up to have about eighty days' supply in stock he has been notified that a fifteen days' supply only is permitted.

* *

While a number of potteries in this locality report working schedules of about two-thirds of capacity, others claim that their production on account of labor shortage and other causes has been reduced to a fifty per cent basis.

* *

Mr. McKay, manager of the hotel department of Phillips & Buttorff Mfg. Co., Nashville, Tenn., spent several days here placing business for hotel lines. Other buyers in the district were Morris Sender and Harry Reich, of New York.

* *

Hotel china will replace the metal mess kits now in use at Camp Sherman, near Chillicothe. Orders have been issued instructing organization commanders to place requisitions with the camp quartermaster at once for their needs. The metal mess kits, however, will be retained to be used by soldiers at points of embarkation or overseas. This order will result in heavy specifications being placed with American pottery manufacturers for immediate attention. Certain items in table glassware will also be ordered in liberal volume.

* *

The meeting of the Potters' Club in the Ft. Pitt Hotel last Thursday night was planned to be held in the Summit Hotel, in the mountains just east of Uniontown, Pa., but heavy rains and cool weather were against a motor trip from this district.

* *

William H. Phillips, secretary and office manager of the Smith-Phillips China Co., has returned to his desk after a brief illness.

* *

Harry W. Smith, manager of the Western offices of the Roessler & Hasslacher Chemical Co., with headquarters in Cleveland, spent the latter part of last week here.

* *

Inability to ship carlots off the Cleveland & Pittsburgh division of the Pennsylvania Railroad caused this district to suffer considerably during the last fortnight. Immediate attention is being given to the movement of coal to lake points for Northwest delivery, and the division does not possess sufficient motive power to move other cars at present. Local railroad

representatives, while hoping for a quick lifting of the embargo, say: "We are afraid that our territory will have to suffer for a little while."

* *

A local cooper is authority for the statement that if the scarcity of staves continues further advances in packages may be necessary.

THE CONDITION OF BUSINESS.

New York

An improvement in business was evident the latter part of last week and the first part of this. Quite a number of buyers were in town. The big jobbers are about through, and the retailers are having their turn. Their orders have not been any too large. Still, there are a lot more to come, and it is hoped they will do better.

The men on the road are meeting with fair success, although the orders secured are mainly for goods to even up stocks, as there are very few or no new patterns shown.

Mail orders are numerous, but for small amounts, and these principally matchings.

The bulk of the business among importers is going to the Japanese, both for stock and import. The stocks of goods in the hands of these importers is surprisingly large, considering the difficulty and expense of transportation, and everybody is wondering how it has been done. The retailers are of course much pleased, as it has been of benefit to them, particularly in the matter of cups and saucers.

While the English and French importers are "sold up," they continue to take orders, but at "prices prevailing at date of shipment and deliveries when possible."

The domestic potteries continue to receive business about the same as usual—which means that for every order filled another takes its place. It is noticeable that more and more the manufacturers of semi-porcelain are going into hotel china, owing to the continual calls for this ware from the Government. The lifting of the ban on jobbers, making it now an open market, has also had its effect, and there is more competition. Bids on nearly half a million pieces were asked for late last week, the principal items being cups and saucers, bowls and plates. A hundred thousand of each of these were specified.

Not much change is seen in the glassware trade except that bar goods are more neglected than ever. Jobbers will not consider this class of goods at any price, and retailers are not buying to any great extent —although even after the prohibition law goes into effect there will be many householders in need of drinking glasses, for those who are accustomed to having wine and liquor on their tables are laying in stocks of drinkables.

Cut glass is in only moderate request. There is some demand for light cuttings on medium-priced goods, and a little very expensive ware has been called for, but owing to the scarcity of cutters some difficulty is experienced in getting even that little.

Retail trade is a trifle better. If the results of the special sales are taken into account the total volume will raise the barometer to "good." In some cases these sales have shown the rather astonishing result that more orders were booked for goods than the dealers had in stock, and there will be difficulty in getting the ware. As the retail prices were based on the costs of three or four months ago, profits will dwindle if the orders are filled. Outside of New York there is no particular change. Where business has been good it is still good; where it has been particularly so it is improving.

Pittsburgh and Vicinity

While the current demand for glassware is not as active as it was a year ago, yet tips from large buyers indicate that the fall season will result in a decided increase in orders. Western buyers are particularly sanguine with reference to good holiday business.

THE CHEMICAL EXPOSITION.

THE Chemical Exposition now being held at the Grand Central Palace is so varied that no matter what one's calling may be he will find something to interest him. The exhibits of more than 350 enterprises allied with the industry is by far the most complete demonstration of the progress of chemistry that has yet been attempted. During the first part of the week several lectures of special value to manufacturers of pottery and glassware were given, and a number attended. Among the concerns in the trade exhibiting are:

The Corning Glass Works, showing their well-known line of "Pyrex" cooking glassware, as well as a large display of chemical glass. This is in charge of the concern's New York representative, W. Drake, and his assistant, Miss Jennie H. Bliss; also Messrs. Cary and Pfeifer from the factory at Corning, N. Y.

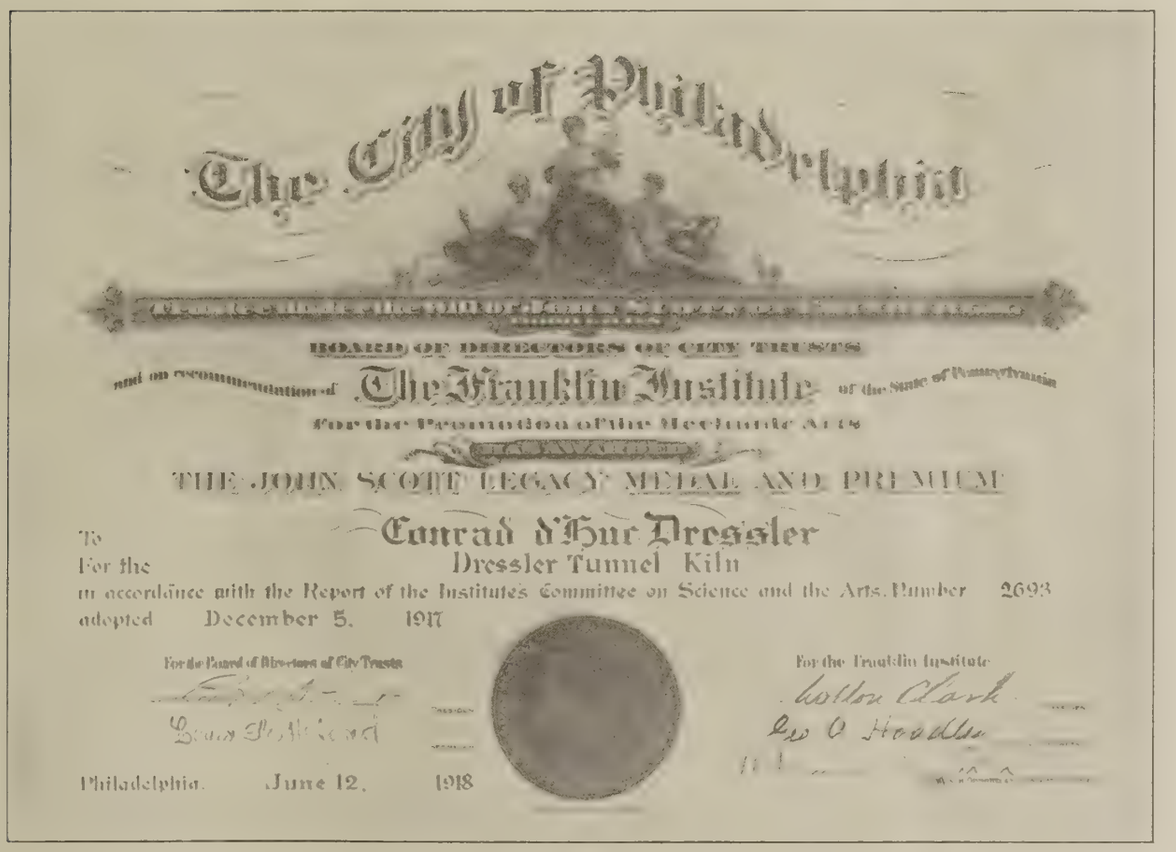
The Ohio Pottery Co., with a large assortment of chemical porcelain, also some examples of the concern's "Etroscan" ware, as well as several pieces of fine china. C. D. Fraunfelter, head of the concern,

and his son, G. E. Fraunfelter, superintendent of the factory, are giving their personal attention to the exhibit.

The Guernsey Earthenware Co., with one of the most comprehensive lines of laboratory porcelain turned out by any domestic factory. The company's assistant salesmanager and credit-manager, A. L. Goulding, and Mrs. Goulding are in charge of the display.

The Macbeth-Evans Glass Co. have an attractive exhibition of chemical glass in charge of H. H. Kennedy, of the concern's traveling staff.

Dr. T. Poole Maynard, of Atlanta, Ga., shows specimens of whiting from the Georgia Mineral Products Co., china clays of the Interstate Clay Co., and crucible clays from the Southern Ball Clay Co.


The City of Philadelphia
BOARD OF DIRECTORS OF CITY TRUSTS
and on recommendation of The Franklin Institute of the State of Pennsylvania
for the Promotion of the Mechanic Arts
THE JOHN SCOTT LEGACY MEDAL AND PREMIUM
To Conrad d'Hur Dressler
For the Dressler Tunnel Kiln
in accordance with the Report of the Institute's Committee on Science and the Arts. Number 2693
adopted December 5, 1917
For the Board of Directors of City Trusts
For the Franklin Institute
Philadelphia, June 12, 1918

MEDAL AND DIPLOMA AWARDED THE DRESSLER TUNNEL KILN BY THE FRANKLIN INSTITUTE.

The Herold China and Pottery Co.'s line of chemical porcelain is in charge of the secretary and sales manager of the concern, Charles F. Quaintance.

It has been decided to hold the next exposition in Chicago. This will be the first time it has been held outside of New York.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, SEPT. 26, 1918.

THE manufacturers of cut glass are having great difficulty in securing cutters. While the business is not booming, there is more than can be met, owing to the lack of men. This condition is not surprising. It was foreshadowed in this column some weeks ago. The workers have drifted into other lines, and it will be hard work to educate men to take their places.

NOW FOR IT!

EVERY dollar that can be spared should be loaned to the Government for the prosecution of the war. The idea that the conflict may cease in the near future must not be entertained for a moment. While it is devoutly hoped that the end is near, every effort must be put forth to send men and munitions wherewith to hasten it. We must go on as if the conflict is to last for years. We are suffering now because we thought the war was to be a short one and did not adequately prepare for our entrance into the fight. If there is any halting now it will cost more in the end. Lack of money and men at this time would only prolong the horror, and cost more billions than have already been expended. Better provide millions that may not be needed than fall short.

Then, too, it must be remembered that expense will not cease with the termination of hostilities. We have nearly 2,000,000 men overseas, and are mobilizing 3,000,000 more. These must be taken care of, and those in Europe will have to be fed and clothed for a long time after the fighting ceases, for it will take at least two or three years to bring them home, as we shall no longer be able to depend on Britain, but must look to our own ships for their transportation.

When peace does come its terms may require an army of occupation. It goes without saying that such a force would have to be supported.

It is very plain, then, that vast sums will be required, perhaps for years, and it becomes obligatory on everyone to subscribe to the Fourth Liberty Loan to the last dollar of his ability. The fact that one has subscribed to the other loans does not let him out.

Remember, you are not GIVING. You are LOANING, and will get your money back with interest. And you will then find yourself in possession of a sum that otherwise might have been frittered away.

Aside from this purely selfish feature there is the question of your paramount duty. As was said in a recent issue: "There are enemy aliens and there are native aliens. The American who does not do his part toward winning the war, who neither fights nor works nor lends for victory, is as much an alien to America's purpose and America's cause as the rankest Prussian interned in this country."

PERSONAL.

WITH the approach of the hunting season E. L. Bates is polishing up his gun and laying in a good supply of ammunition to be in readiness for his annual trip after deer. He requests that any of his friends who are fond of venison let him know how much they can use. Mr. Bates wishes to test his popularity with the trade.

William Wagner, formerly salesman for E. W. Hammond, who has been training at Camp Gordon, Atlanta, Ga., for several months, writes that he expects to be home on a furlough in another couple of weeks, when he will be saluted as an officer if his anticipations are realized.

H. B. Thistle, Jr., traveler for Cox & Lafferty, made a short visit here last week before departing for another trip which will include points in Connecticut besides New York State.

N. B. Mellor, formerly traveling salesman for A. L. Tuska, Son & Co., has been engaged by Takito, Ogawa & Co. and left on his initial trip for the concern on Monday.

Some time ago a noted French officer heard J. H. Venon, the well-known New York importer, who is now a captain in the Red Cross service, speak to a company of soldiers in France. This officer was so impressed with what he said and the way he said it that he reported the occurrence to the Government, with the result that a

request was made to the Red Cross for a "loan" of Mr. Venon to make addresses on the attitude of the United States in the war, to combat German propaganda, and he now touring France addressing large audiences.

Frederick Skelton spent Wednesday and Thursday on a short visit to the factory of the Jefferson Glass Co., Follansbee W. Va.

Lieut. Charles West, son of George R. West, of the Westmoreland Specialty Co., stopped off here on Monday on his way to Burlington, Vt., to act as an instructor at the officers' training school there.

J. Carl Underwood, salesmanager for Takito, Ogawa & Co., arrived home on Monday after coralling a nice bunch of orders in Philadelphia, Baltimore and Washington.

A. L. Goldberg, credit man for the Guernsey Earthenware Co., arrived in New York on Monday to take charge of the factory's exhibit at the Chemical Exposition now on at the Grand Central Palace.

I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y. spent Monday and Tuesday here placing orders for blanks.

Chas. L. Reizenstein, of Chas. Reizenstein & Sons, Pittsburgh, is in New York buying. He says business is all right—sales better than last year.

E. E. Terpening, office man for Frederick Skelton before entering the Aviation Corps, and who has been stationed at Fort Worth, Tex , since going into service last year, has been transferred to the camp at Garden City preparatory to an expected early departure for France.

L. B. King, of Detroit, arrived in New York Friday and left Tuesday—altogether too short a sojourn. His visits are none too frequent, either; and when he comes he should stay longer.

J. S. McBride, of Robertson's, Ltd., Kingston, Canada, is in New York for the week.

On his arrival in New York the latter part of last week, F. O. Shattuck, New England traveler for George F. Bassett & Co., was showered with congratulations upon the advent of his baby boy.

E. W. Hammond left on Monday night for a trip to East Liverpool and other pottery centers—his first trip West for some time. As a matter of fact, since the high rates for traveling have been in operation he has been saving up money to go out.

William I. Pope and Bentley W. Pope have been taken into the Guernsey Earthenware Co. The former is to be first vice-president, in charge of the manufacturing, and Bentley W. will be secretary, and in charge of the decorating. Both were formerly with the Pope-Gosser China Co. The lines now made by the Guernsey will be continued, but there is a hint of a big surprise in store.

Harry A. Ross, manager of sales for the Pittsburgh Lamp, Brass and Glass Co., was in New York on Saturday, just for the day. He came from Washington, where he had been to attend the meeting of the Flint and Lime Glass Manufacturers, and stopped at Baltimore and Philadelphia on his way to New York.

Robt. J. Van Arsdale was buying in New York last Friday for Wm. Rowland, New Brunswick, N. J. He said business was very good. Camp Raritan is near by, and there are munition plants in the city.

Jacob Loeb, of Loeb Bros., Mexico City, is in town for the first time in more than a year.

Wm. Howell, of Pitkin & Brooks, Chicago, arrived in town on Monday for a short stay.

Miss E. Hodgins, who operates a specialty crockery store in Buffalo, is buying in New York this week.

Miss Mathilde Cohen has resigned her position in the art department at Gimbel's New York store, and is now assistant buyer of china at L. M. Blumstein's, 230 West 125th street. Miss Cohen is a woman of fine qualities, thoroughly experienced, and well liked by everybody who knows her.

A. C. Hallgren, china buyer for Albert Pick & Co., Chicago, came to town late last week on business, and incidentally to see his sister off for Europe on Red Cross work. She had come from her home at Sands Point, Idaho.

ALL ENGLISH POTTERY NOW ADVANCED.

THREE or four weeks ago the English manufacturers of china, who also make high grade earthenware, raised their prices on both products. On Friday of last week all the other English potters announced an advance to correspond with that of their neighbors. Some importers figure the advance a straight ten per cent; others say it is equal to a dollar a pound sterling.

FOR THE FOURTH LOAN.

REPRESENTATIVES of the sub-committees organized in the crockery, glass and allied trades to push the Fourth Liberty Loan met in the rooms of the Crockery Board of Trade on Tuesday afternoon. Those present were Henry Witte, Samuel Steinfeld, A. Weber, Ed. Craig, E. H. Peck, C. T. McKenna, Walter Strobel, J. W. Sanford, W. M. Ferguson, E. Eschwege, W. L. Wilcox, James B. Boote, B. J. Lord, John Nixon, J. I. Anderson, L. A. Hampton, D. King Irwin, W. H. Graff, Jr., R. Sands, Victor Benedikt, L. S. Hinman, L. S. Owen, J. F. O'Gorman, H. R. Handy and George M. Jaques.

Mr. Hinman opened the proceedings with a stirring plea for their best energies to make the crockery division's share in the work a bigger success than that achieved in the last drive. He said the Government was doing things in a big way—the American way—and it was for us to keep up its reputation. The machinery for effecting bond sales had been systematized with a view to better results and also to facilitate matters for future loans. The name of every possible contributor was to be obtained, and cards had been prepared for that purpose which would be sent to everybody.

A discussion followed as to what the quota would be for the crockery division, and John I. Anderson moved that it be $2,250,000. This was carried.

Mr. O'Gorman suggested that it would be well to have a committee on finance. In the last drive there was none, and the entire expense, amounting to about $400, had been paid by three members of the committee. He also suggested that meetings of such committee be held every day over a lunch table.

The chairman thought that an excellent idea, and appointed J. F. O'Gorman as chairman, with W. S. Pitcairn, S. Steinfeld and E. I. Horsman as associates, at the same time inviting them to lunch with him at the Manhattan Club on Wednesday, October 2, as a starter.

It was decided to borrow the flag belonging to the Salesmen's Association and have it swing across Fifth avenue. The expense of this, it was stated, would be in the neighborhood of $100.

Mr. Wilcox spoke on the subject of advertising in the trade papers, and it was suggested that funds be solicited for that purpose.

Mr. O'Gorman at some length explained the methods to be employed for advertising by means of posters, honor cards, and a long list of other devices.

The question as to who would be entitled to buttons was discussed, and it was agreed that in conformity with instructions from headquarters no one would be entitled to a button until the initial payment of ten per cent was paid.

Mr. Eschwege suggested that the traveling salesmen be urged to take up the drive, and moved that a meeting of these and other employees in all the branches of the trade be held. A committee consisting of Mr. Eschwege, W. C. Newland, Wm. Magers and Ed. Craig was appointed to carry out this idea.

It was announced that a parade would be held on October 12.

L. S. Hinman, chairman; Henry Witte, vice-chairman; L. S. Owen, secretary, and J. F. O'Gorman, publicity director, comprise the committee proper, under whose direction are the following sub-committees:

China—H. L. Kupper, chairman; Julius Rosenfeld, Henry Witte, Geo. E. Anthony, Lee Schoenthal, Chas. Vogt, W. C. Newland.

Imported Earthenware—James B. Boote, chairman; John J. Miller, W. S. Anthes, Wm. R. Wilcox, W. S. Pitcairn, E. J. Ridgway.

Glassware—J. D. Dithridge, chairman; W. F. Dorflinger, D. King Irwin, John Nixon, E. T. W. Craig, A. B. Gunthel, Wm. Swindell, W. F. Roe, B. J. Lord, W. H. Graff, Jr., E. F. Kupfer, Claude Downey, S. Herbert, M. W. Gleason, Thos. Shotton, C. T. McKenna.

Lamps—M. Kirschberger, chairman; E. H. Peck, Max Herbert, W. R. Noe.

Domestic Earthenware—E. W. Hammond, chairman; Horace C. Gray, H. Benedikt.

Toys—E. I. Horsman, chairman; D. C. Baker, M. B. Schmidt, W. E. Strobel, Brenton Welling, W. M. Ferguson, John I. Anderson, E. W. Seabury, Leo Schlessinger, E. Eschwege.

Housefurnishings—Samuel Steinfeld, chairman; Leo M. Reiter, H. W. Gwyer, M. Lowenstein, Thos. F. Stackpole, L. Barnett, James Hughes, H. Waterman.

NEW IMPORT REGULATION.

A NEW ruling issued September 15 states that no American consul will certify to any invoices for any ocean shipments made on or after October 1, 1918, to the United States, except on receipt of official notification from the War Trade Board. The text is as follows:

"With regard to import licenses which are outstanding and unused on October 1, 1918, if the shipments covered by such licenses have not been consulated by that date, and the shipments thereunder be made on or after that date, it will be necessary that official instructions be cabled to the appropriate consular office at once by the War Trade Board. That there may be no delay in such shipments, the holders of such outstanding licenses should immediately notify the War Trade Board that they desire the appropriate consular officer to officially notify the War Trade Board, either by cable or letter, of the issuance of such outstanding licenses and their numbers."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers are more than pleased with the results of their conference with the War Industries Board at Washington, at which the point brought out was that the Government desired to help, rather than retard, manufacturing; but if this or that commodity could be dispensed with in a slight measure, and additional effort thrown to winning the war, the desired end would be accomplished.

In about the same ratio as the demand for bar glassware decreases, that for confectioners' and soda fountain requisites becomes active.

The wage conference between manufacturers and workers dissatisfied with the advances granted at Atlantic City started here on Tuesday and is not likely to end before we go to press.

A nominal amount of business for pressed blanks is being placed just now. Popular-priced lines are in best demand.

Very little, if any, new mold work is being done, with the exception of private molds for special purposes. Not a word is heard about new lines of tableware being even considered. Here and there an item may be added, but the number will be few.

"The scheme business is all shot to pieces," said the salesmanager of a glass factory here this week. "We have not received an order of this character for months, and I do not look for any more until after the war."

Letters received by manufacturers here this week from Western and Southern buyers say that a large fall and holiday trade is assured, and ask that all orders now on file be filled at the earliest possible moment, as stocks are low.

Candy jars and containers, plain and decorated, have been moving quite actively of late. More or less business for this line for holiday trade has been placed, and early delivery is wanted.

On account the heavy demand for electric bulbs, the United States Glass Co. has added this line to its products, and large contracts are now being filled.

As a result of the Railroad Administration's standardization of the lighting systems in Pullman cars, large orders for glassware for this purpose have just been placed in this district. The specifications call for large amounts and quick shipments.

Inactivity in the automobile lens business is reported by local glass manufacturers now that the production of pleasure cars has been curtailed. Jobbing houses have been in the market for lenses, but merely for replacements.

Thomas W. Morris, former secretary of the Westtern Glass and Pottery Association, and now attached to the New York office of the Associated Press, will leave soon for overseas duty. News of his assignment to an important post in Europe has just been received here. Mr. Morris is well known in the glass and pottery trade, and has the best wishes of a host of friends.

Less than half a dozen reservations have so far been confirmed at the Ft. Pitt Hotel for the January glass and pottery exposition. Letters received by the hotel management in answer to queries concerning reservations indicate that many manufacturers are undecided about showing next January, while others say they will not exhibit. The expense of exhibiting will be in advance of former years, and some firms say that in consequence they will be "in Pittsburgh for a few days only." The entire situation is far from being settled at this time.

The Lent Traffic Bureau, of this city, is now receiving glass and pottery shipments from lower Ohio river points and re-consigning to Eastern districts. At times the embargo situation in the Ohio Valley has

been such that it has been impossible to forward freight except by water.

Ralph Haley, now an ensign in the navy, spent the latter part of last week here visiting his parents and the offices of the United States Glass Co , where his father, Reuben Haley, is assistant to President M. G. Bryce. Ensign Haley was formerly city salesman for the "States." He is now at an Atlantic port awaiting assignment.

The Pittsburgh department stores next week will start to advertise for Christmas trade. This is a Government request. Holiday lines are to be immediately displayed, and immediate Christmas merchandise buying will be urged in all cities, with the result that glass manufacturers are being asked to forward holiday orders at once.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

J Laughlin, c, g, l, Boggs & Buhl, Pittsburgh. 1140 Broadway.

A H Baum, hf, M Goldenberg, Washington, D C. Cumberland.

S M Everill, l, Jordan-Marsh Co, Boston. 432 Fourth ave.

H A Martin, c, s, Smith, Patterson & Co, Boston. Cumberland.

S Finkel, hf, c, Illinois Furniture Co, Chicago. York.

R C Gibson, t, Marshall Field & Co, Chicago. 1107 Broadway.

R C Adams, c, g, Tampa, Fla. Monticello.

J H Smith, hf, Van Heusen-Charles Co, Albany. New Strand.

H Strumf, hf, Buffalo. Herald sq.

H Ruth, c, g, l, C L Ruth & Son, Montgomery, Ala. Flanders.

H Martin, s, g, Boston. Cumberland.

J Haines, hf, Augusta, Ga. Breslin.

J W Moorehouse, hf, c, May Co, Cleveland. 37 West 26th.

W J Huber, t, F & R Lazarus Co, Columbus, O. Collingwood.

L Neubrick, c, g, Crowley, Milner & Co, Detroit. 116 West 32d

E K La Due, c, g, H G Munger & Son, Herkimer, N Y. Park ave.

W W Mosher, hf, Sibley, Lindsay & Curr Co, Rochester, N Y. 432 Fourth ave.

F L Gavitt, c, g, H B Gavitt Co, Westerly, R I. Continental.

S Finkel, c, Chicago. York.

C J Robinson, c, g, Jordan-Marsh Co, Boston. 432 Fourth ave.

M Alperin, c, g, The Fair, Memphis, Tenn. 1161 Broadway.

R E Evans, hf, J N Adam & Co, Buffalo. 2 West 37th.

N Klopper, t, Billstein-Klopper Co, Cleveland. Navarre.

C E Johnston, hf, c, M O'Neill & Co, Akron, O. 27 West 26th.

R Knight, c, Startup & Knight, Middletown, N Y. Herald Sq.

Stanley Millspaugh, t, Tompkins D G Co, Middletown, N Y.

Mrs H L Boughton, P Dunn and Miss Deady, c,g, H L Boughton Store, Catskill, N Y. Continental.

Andrew Kan, Jr, c, Andrew Kan Chinese Importing Co, Detroit. Biltmore.

John H Harris, c, g, Kaufman Dept Store, Pittsburgh. 1261 Broadway.

TRAVELING SALESMEN NOT EXEMPT.

NO move has been made by employers looking to a general order for the exemption of their road representatives, and it is possible that all travelers who are within the draft age and are physically fit will sooner or later find places under the flag.

The question of whether traveling salesmen are essential to the conduct of the war is being settled by draft boards in several parts of the country on the side of the war. Reports from a number of cities indicate that while no general order has been sent out from the office of General Crowder, the boards are taking upon themselves the task of calling travelers to the colors or instructing them to find "essential" employment.

Up to the present a number of the younger men in the glass and pottery trades have entered the service, and are "making good."

PITTSBURGH'S FUEL-SAVING BUREAU.

FRANK H. RIDDLE, a ceramic and fuel engineer connected with the United States Bureau of Standards, and located in Pittsburgh for the past several years, has been appointed district chief of the industrial furnace section, bureau of conservation of the United States fuel administration. This district includes all of Western Pennsylvania, all of West Virginia and part of Maryland. A. V. Bleininger and Walter A. Hull, also of Pittsburgh, will act as deputies. These men will maintain an office at the Pittsburgh station of the bureau of standards. The organization also includes an advisory board made up of representative men from each industry and also men from several technical bodies such as the bureau of mines, Mellon Institute, etc.

The industrial furnace section will cooperate with the manufacturers, and all plants will be rated according to the efficiency of their furnace production for unit amount of fuel. It is the plan of the administration to deal with the non-metal factories for the yresent' These will include, among others, those making glass and pottery. All these plants will be given questionnaires to fill out and full information as to how they

will be rated; so they will have ample opportunity to correct any inefficient practices that they may be operating under.

The section is so organized that the manufacturers will be able to secure competent advice regarding industrial furnace practice, and it is the plan of the administration to assist the various industries to organize efficiency bureaus in various districts. This work is being undertaken with a view of helping the manufacturers secure a greater production with their respective allotments of fuel. In most cases the manufacturers of the above-mentioned products have had their fuel allotments cut from twenty-five to fifty per cent.

TOY MAKERS TO AID U. S. PROPAGANDA.

THE toy makers of the United States are contemplating a nation-wide campaign through the medium of their industry to assist in the propaganda of the different Federal departments which are directly concerned with the furthering of the war and peace interests of this country. As a result of the lifting of the ban on the manufacture and sale of toys by the War Industries Board, manufacturers and retailers have been stimulated to greater efforts.

Manufacturers have notified President Hurley of the Shipping Board that they will follow his suggestion of manufacturing millions of miniature boats, with a view to instilling the juvenile mind with the idea of a merchant marine. The boats will be made up in such a fashion as to bring home as forcibly as possible to the youngsters the plan of building up a great fleet. How this will be done has not been determined, but experts are developing the thought behind such a campaign in the most practical manner.

Manufacturers believe that the toy trade can be made one of the staple industries of this country, and they assert that once a foothold is gained it will be impossible for Germany to wrest the supremacy from them. This was one of the arguments advanced by representatives of the trade at the conference with the War Board. The claim was made that the manufacturers in this country had already made great strides in developing the making of toys, and it was felt that nothing should be done to hinder this progress.

It was also pointed out that the war committee of the Toy Manufacturers' Association of the United States has been doing everything possible to further the war propaganda in this country, and that it could be useful in a score of ways in helping the Governmental departments.

Mr. Sweyd, of the Ives Mfg. Co., one of the largest manufacturers of toys in the East, says that the manufacturers are pleased at the attitude taken by the War Board, and that they will proceed with their plans calling for extensive manufacturing of toys.

"As a matter of fact," said Mr. Sweyd, "the material used in the manufacture of toys consists largely of by-products; so there is little danger of wastage. The toy manufacturers are eliminating waste of all kinds in other directions, and, strictly speaking, we are running the industry along the most economical lines.

"Everyone knows the psychological effect of toys on the minds of children. The Germans realized it long ago, and it fitted into their scheme of building up a vast military machine which we are now seeking to destroy. They manufactured millions of little soldiers and guns and cannons, all with a view to impressing their children with the power of the military machine to conquer anything that might oppose it.

"But our idea is entirely different. We are seeking to educate the children; but we intend to do it along constructive lines instead of destructive ones. For instance, in building miniature boats of certain educational designs we teach the youngster in a very vivid way the meaning of the merchant marine which we are seeking to build. This was the idea of Mr. Hurley, and is a splendid thought.

"It means that we are looking ten years ahead, and it augurs well for the future citizens of this country. There are many other ways that we can help in the peace propaganda of this country, and we shall endeavor to live up to the brightest traditions of the nation in this respect."

MARK STREET ADDRESS ON PACKAGES.

AT many of the larger cities in the United States the railroads are unable to effect delivery of property through the failure of shippers to show on bills of lading or shipping receipts the street address of the consignee, as well as through the failure of shippers to mark packages with the full address of the consignee, including the street address.

Failure to give this information frequently prevents carriers from serving proper notice of the arrival of freight at its destination, and in the case of freight going astray the carriers are unable to locate the consignees.

Shippers are urged to give instructions to forwarders of freight to exercise due care by inserting in the bill of lading or shipping receipt the full address of the consignee, with his street address, and that packages be marked in a similar manner.

In the case of shipments from New York to the larger cities in the United States forwarders should see that like information is given as to their shipments. Observance of these suggestions will assist the railroads in giving prompt and proper notice of the arrival of freight and frequently will result in the avoidance of storage and other detention charges through the failure of consignees to call for freight.

STROBEL & WILKEN CO. STILL LEAD.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Strobel & Wilken Co			$8,750.98
Geo. Borgfeldt & Co.	1626	3607	7,730 95
L. Straus & Sons	904	2462	4,484.88
Morimura Bros	332	7771	3,328.29
Herman C. Kupper	319	732	1,778.00
Edward Boote	336	1442	1,764 50
Higgins & Seiter, Inc.	260	1600	1,700.00
Leo Schlesinger Co			1,513 50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,107 49
L D Bloch & Co	66	2358	919.50
George H. Kimoi	221		919.36
J. H. Venon, Inc	189	356	894 05
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
U. S. Glass Co	92	1278	730 00
Lowenfels & Co			665.19
H. G. McFaddin & Co	150	100	647.50
O'Gorman Pub. Co	124	250	601.35
M. Propp & Co			509.75
Empire China Works	71	851	508.11
B. Strasburger	72	720	479.70
M. Herbert Co	9	1641	450.10
Baker & Bennett	100	26	424.50
Fensterer & Ruhe	73	473	422.77
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
J. Wedgwood & Sons	69	411	391.95
A. J. Fondeville & Co	65	461	387 07
Benjamin Griffen	37	887	377.05
Bryce Bros	73	286	376 67
James M. Shaw & Co	54	436	332.94
Wm Dougherty	65	180	316.70
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
H. Brand	53	89	243.26
Theo. Haviland	67	252	242.35
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239.50
Edward B. Dickinson	27	485	226.46
Wm. H. Plummer & Co	39	224	219.25
Fostoria Glass Co.	43	137	212.56
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co		752	188 00
John Simmons & Co	27	288	184.05
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
Jas. S. Barron Co	34	86	162.60
G. W. Wineberg	37		154.29
Vogt & Dose	15	349	150.10
C. H. & E. S. Goldberg	27	141	148.08
Paul A. Straub & Co	20	222	139.30
C. Dorflinger & Sons	22	178	136.02
Calumet Mfg. Co	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co			$126.50
Edw. D. Soule		431	107.75
Henry Birn & Sons	20	90	106.90
Gudeman & Co	7	289	101.39
Rich & Fisher	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52 35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Frank & Danziger, Inc.	9	10	39 85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16 00
Ko Kozai		58	14.50
B. Illfelder & Co	1	37	13 40
Tashjian Bros		45	11.25

NO COAL FOR GOLF CLUBS.

HOW will the devotees of golf in the crockery and glass trade feel when they learn that the National Fuel Administration has ordered that coal shall not be used in golf and country clubs this winter? If the members want their clubhouses heated they may burn wood or peat. It is ruled that such clubs must use no coal between December 1 and April 1 of next year.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

TO MANUFACTURERS.

DR. T. POOLE MAYNARD, of Atlanta, will have on exhibit at the Chemical Exposition, Grand Central Palace, New York, booths 234 and 235, beginning September 23, whiting from the Georgia Mineral Products Co., chiha clays of the Interstate Clay Co. and crucible clays of the Southern Ball Clay Co. Our specialty is supervision and standardization of raw materials, and the manufacturer can depend upon uniformity when using any materials under our supervision. Make this booth your headquarters.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH Co., 2833 Frankford Ave., Philadelphia, Pa.

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 3, 1918.

CONDITION OF TRADE.

New York A very decided improvement in trade has taken place with the New York importers, orders for 1919 delivery having been more freely placed for English, French and Japanese goods, with the latter in the lead by many lengths. The men on the road have done much better this week, buyers seemingly having awakened to the fact that if they expect to get foreign wares they must order them in advance. Mail orders, too, have increased in number and volume. The increased prices on English wares do not seem to stop buying very much. Dealers carrying open stock patterns must have matchings, even if they are not keen about putting in new designs. But occasionally a buyer cannot resist a decoration that is particularly attractive. A little lull may be expected until the drive for the new loan is over, but there is a feeling that there is going to be a good business this fall.

The domestic potters have found better business in regular channels, and as the Government is again in the market for large quantities the potteries are all as busy as they can be.

The employment of female help in positions heretofore held by male pottery workers has proved quite satisfactory, the output being well maintained. But the big call for men has yet to come, and whether or not there will be enough women and girls to fill the vacancies and properly do the work of the various departments remains to be seen. Their ability in the mold shops has been an agreeable surprise, and it may develop that they can do other work just as well.

Manufacturers of glassware are feeling the general improvement, and in those factories where the falling off in the demand for bar glass is felt the facilities are being turned to the production of other items.

Retail trade in New York has improved to some extent, but it is not in large bulk. High prices make the figures look big, but the volume of business is not up to the mark. In the greater metropolitan district business is better than in purely local circles, and in the large cities near New York there has been a good trade, as is reflected in the orders given to the traveling men. The West has improved very materially, but in the South there has been a little hesitancy. This is attributed to uncertainty about the price for cotton. Why, no one can explain. Washington will surely see that if a price is fixed it will be high enough. Cotton has been selling at from thirty to thirty-five cents. Supposing it dropped to twenty-five, there is a wide margin of profit. Before the war it cost about six cents a pound to grow the staple. It does not cost twice that now. But supposing it cost three times that, the planters will get more profit than they did five years ago. Then why should the crockery and glass dealers hesitate to buy, and buy liberally? Crockery and glassware will be higher before they are lower. So it is good merchandising to buy, and to buy now.

Pittsburgh and Vicinity Blown ware is in fair request, but the general demand is not as active as a year ago. Tableware staples are moving in a fair way. A small amount of special mold work is being placed with factories in this locality. Lighting glassware is spotty. Confectioners' glassware is in fair demand. The de-

m n for cut glass is slow. Representatives of the Government are visiting factories almost daily speeding up shipments of Government orders.

MESSAGES FROM THE FRONT.

FROM "The Stars and Stripes," the official newspaper of the American Expeditionary Force, we cull the following:

SOMEWHERE IN FRANCE, Aug. 17.

TO THE FOLKS BACK HOME: We, the undersigned, are wounded soldiers of the A. E. F. now lying in base hospitals in France.

We are going back to the front as soon as we can get there. We've just got to be there with the bunch when they start for Berlin.

And as we go we expect to hear from home that you have heavily oversubscribed the Fourth Liberty Loan. Yours, to a finish,

(Here follow nearly a hundred signatures).

TO THE PRESIDENT: If the folks back home fall short on the billions you need, Mr. President, call on us for the balance. We like our pay—but if we have to we can go without it.

Yours for victory, A. E. F.

HOIST BY THEIR OWN PETARD.

THE German mind is a wily and devious organism. Its instincts are all those of indirection. If there is any sly and underhand way by which its owner can approach its goal it may be depended upon to take him by that route, rather than over the direct path toward his objective.

Sometimes this studied cleverness is wholly successful—it actually gets the Prussian a place which he could not otherwise have reached. More often it presents, to the German, the aspect of success, but is in reality, to an unprejudiced observer, the height of absurdity, because the German could so easily have attained, by a direct means and at far less effort, the thing which he worked so hard to achieve by indirection. And sometimes, we rejoice to say, says the "Scientific American," the Hun actually outreaches himself in guile, and his very cunning acts as a boomerang.

A most delightful instance of this is before us. The German judges others by himself. He knows full well that his Fatherland is a robber nation, ever seeking how it may prey upon the helpless. Specifically, he knows that if at any time it seemed worth while to do so his precious government would produce a new ruling or a new law or a new precedent which would render inoperative the patent protection extended in and by Germany to non-Germans. So he naturally infers that other nations suffer from the same opportunistic impulses, and are only awaiting a favorable moment to deprive German subjects, by pseudo-legal means, of the protection which has been accorded them and the wealth which has accrued to them by virtue of their patent rights in England, France and America.

So the wily German consulted with his lawyers and his technologists and his diplomats and his bankers—it requires such a conference to start anything in that government-ridden land—and between them all they found what looked like a way out. The patents which they really prize are those in the chemical field, by means of which they have maintained such a grip upon so many of the world's industries. What was needed, according to the Germanic point of view, was some means of rendering these patents ineffective in the hands of any others than the German holders.

At this juncture some inspired son ot Kultur made his inspired suggestion. The "idiotic Yankees" and the "stupid Englishmen" and the "decadent French" would never think of testing out a German patent to see whether it worked. They probably wouldn't know how to set about the test, even if it occurred to them. In any event, they would understand that there would be no sense in their doing so, because they knew perfectly well that German efficiency could make the goods better and cheaper than they possibly could. So it would only be necessary to file a fake specification, which pretended to but did not cover the actual process used. As long as the patent was recognized in the country of issue the deception would remain undetected; and as soon as the silly foreigners took it into their heads to invalidate German patents or to legalize infringement of them they would discover, to their sorrow, that none of them would work.

Such must have been the train of thought followed by a large proportion of Germany's chemical houses in the decades previous to the war. For the fact, as now revealed, is that a very large number of the German chemical patents filed in this country are incomplete or fraudulent. As essential ingredient or an indispensable step has been omitted from the specifications, or has been replaced by a false step or ingredient, or in some other way the process involved has been doctored up so that it cannot be performed, as described, to secure the alleged result.

The deception thus practiced on a wholesale scale has indeed remained undetected until the present time. For a chemical patent is not like a mechanical one; it does not bear on its face indisputable evidence of its practicability and good faith. And, once the patent was issued, the German idea worked out to perfection; why should an American manufacturer bother his head trying whether he could carry out a process which was patented by another in this country?

But with our entry into the war the status of the German-held patents in this country changed; they became at once the object of great interest on the part of

many American firms. Efforts to carry out the processes described in them were made on all sides; and on all sides failure resulted.

So much was in accord with the German program. But strangely enough, at this point we introduced a program of our own. Instead of sitting down to weeping and wailing and gnashing of teeth at their inability to make the German patents work, our chemists at once addressed themselves to finding out why they wouldn't work. And since American chemists are better than the best which Germany can show—they have proved it time and again since 1914—it was not long before German patents were being reconstructed, correctly, on all sides and by the hundreds. Right now we are using many such patents in the course of our normal and our abnormal industry, and bringing more into use every day.

Perhaps, after all, the Germans anticipated something like this; though they could hardly have been prepared for such a prompt and complete unraveling of the tangle which they had set us. But—there is an aftermath of the affair for which they could hardly have been at all prepared.

An invention is patentable only if it is useful. It is useful only if it is operative. And it stands or falls, finally and definitely, upon the specifications and claims. Accordingly all these German patents, which will not do what they claim to do, are invalid; they are without standing. Any American who can discover the true formula is privileged to use it, without regard to the fact that there is an alleged patent on it. And this use of the true formula, before a patent application has been filed on it, would probably prevent its being patented in this country by the German discoverer. So the clever Germans are left without their precious patents.

More yet—suppose an American finds out the true formula behind one of these fake German patents, and then asks his patent attorney what to do about it. The only advice which can possibly be given is, "Patent it!"

Need we point out the delicious sequel? The end of the war will see prodigious efforts on the part of Germany to re-establish her chemical hegemony in this country. But at every turn, if our manufacturers are alive to their opportunity, she may be confronted by American-owned patents covering German processes and products—processes and products developed in Germany after years of patient research. The German owners of such processes could then use them in this country, for importing their products into this country, only after paying fat royalties to the enterprising American rediscoverers of the true formulae!

Germany's industrial pirates are far-seeing men; but here, surely, is one instance where their vision was myopic. A more complete overthrow of the villain, a more soul-satisfying triumph of virtue and innocence, could hardly be found in all the world's melodramatic literature.

THE HELP QUESTION IN RETAIL STORES.

THE spirit of wartime activity and unrest has got hold of the retail store workers, as it has taken hold of workers in other industries. It is no unusual thing for two or three young women from Macy's, for instance, to leave for Lord & Taylor's, and on the same day for two Lord & Taylor girls to apply for work at Macy's, says a writer in the New York Times. Lack of stability and "sticking quality" seems to be the undermining influence at work with this type of worker. Want advertisements are constantly calling attention to the innumerable opportunities open for young women these days, and the girls are constantly shifting, trying out new jobs, giving each new place too short a trial to find themselves.

With the men it has been more a matter of vacancies due to the draft than anything else. The solution there is the hiring of older men and married men, and, where these give out, the inauguration of women service. Already some of the stores are contemplating using women on their delivery wagons, as shops are doing in England.

The delivery question at one time loomed large before the mind of the department store head. Most of the stores have met the problem by introducing the one-delivery-a-day system. That is, where formerly a store sent out two or three wagons into a certain district it is to day sending one, a full one. Previously the wagons used to go out at the allotted times, no matter how light the loads were. Several of the stores are finding the system working well. Not only does it mean fewer wagons, but fewer men. Other shops, however, find that the one delivery too greatly overloads the wagons, and that any gain in labor is lost in time, and that customers are dissatisfied.

A factor that has effected economy and helpfulness is the co-operation of those women who are learning how to carry home small parcels. According to the figures kept by one firm, there has been a decrease of 20,000 packages a month. The tendency of this is to cut down prices. With the ever-increasing cost of labor and fuel, the matter of delivery is one that must be taken into consideration when the merchant figures his cost and selling prices.

In answer to the question whether people were buying to as great an extent as before, the reply usually given by the department store men was: "No; but more wisely. The matter of utility is one that is being considered these days. The doll at $25 that was beautiful and easily breakable has given way to the doll at $4 and $5 which can be thrown about and handled carelessly. In the same manner the $40 and $50 doll house and garage and stable have gone. The American toy industry is taking great steps in the direction of the practical and educational. The children are being made to profit by the war."

All in all, it has been a matter of adjustment on

the part of the department store merchant. He is beginning to find himself under the new conditions. He does not feel that the war has greatly impaired his business. He says the percentage and amount of profits are about the same as in the pre-war period. It has been a hard pull, but an interesting one, and business goes ahead, even if it is not quite business as usual.

THE AMERICAN'S CREED.

WE are in receipt of a framed copy of "The American's Creed," issued by the Macbeth-Evans Co. At its head an eagle with widespread wings surmounts the shield of the United States flanked by a battleship and a big field piece. At the bottom an aeroplane showing against the moon fittingly completes the design inclosing the text:

> "I believe in the United States of America as a government of the people, by the people, for the people; whose just powers are derived from the consent of the governed; a democracy in a republic; a sovereign nation of many sovereign States; a perfect Union, one and inseparable, established upon those principles of freedom, equality, justice and humanity for which American patriots sacrificed their lives and fortunes. I therefore believe it is my duty to my country to love it, to support its Constitution, to obey its laws, to respect its flag and to defend it against all enemies."

AT CHICAGO.

THE demand for staples is immense, and almost any pattern or shape will find a buyer if immediate shipment can be promised. Only a few of the factories which are represented here are in a position to promise such shipment, however, and as a result many orders are going unfilled.

* *

Phil Hinckley, salesman for W. Newton and Associates, has returned to his headquarters in Detroit after visiting the main office here for a few days.

* *

Toys are going to be very scarce in the coming holiday season, especially doll china sets. The potteries have been too busy to bother with the latter. The lack of imported items will prevent the toy departments of the stores from assuming their usual appearance, although the domestic manufacturers have done well. Their only trouble is their inability to furnish enough. They have not yet gained the capacity necessary, and the shortage of help has been another big drawback. The quality of the toys made by the domestic manufacturers leaves nothing to be desired, according the buyers. The demand will be fully up to the mark of last year, and for a more expensive class of toys, it is expected, on account of the prosperity which the laboring people have known during the past year.

* *

Peter Rinkin, buyer for the Boston Store, was host to a party of friends—buyers and salesmen—on Saturday and Sunday last at Lake Beulah, Wis , where the summer vacation farm of the Boston Store is located. About twenty made the trip. The fishing is still very good, although the season is late, and some good catches were made.

* *

Henry Berliner, buyer for Gimbel Bros., Milwaukee, was in the city looking over glassware and housefurnishings last week.

* *

Tom Reid spent a few days at the Palmer House with the cooking ware samples of the Guernsey Earthenware Co., Cambridge, O.

* *

The many West Side merchants who lost money in the failure of the private bank of Graham & Sons about a year ago will soon receive a first dividend of twenty-five per cent, according to the receiver. The liquidation of the assets has been a slow progress, partly on account of quarrels among creditors as to the proper methods to be followed, and partly because the assets consist almost entirely of West Side real estate, which is very slow of liquidation.

* *

Ed Downey, of the Brush-McCoy Pottery Co., Steubenville, O., has been in the city on a short business trip.

* *

Leo Arnstein, buyer for Ed Schuster & Co., Milwaukee, passed through the city last week on his way East to visit some of the potteries.

THE SLACKER.

(With an abject apology to R. K.)

A FOOL there was, and he dared delay
(Even as you and I)
Buying and saving War Stamps each day.
We told him to help himself this way;
But the slacker smiled, and said, "Nay, Nay!
(Even as you and I).

* * * * * *

A fool there was, and his clothes were rent
(Even as you and I).
He wandered around without a cent.
All his earnings and savings were spent.
Fools will follow their natural bent
(Even as you and I).

It isn't a shame, and he's to blame
For the stinging so proper and good.
It was coming to him, and we know why
(And even he may now know why),
Though he never had understood.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The Manufacturers' Light and Heat Co., of Pittsburgh, which supplies gas to the potteries hereabouts, has presented new contracts to the trade and announced that a flat price of 35 cents per thousand cubic feet will be the new charge. There is a clause in the contract which does not guarantee the fuel, stating that gas will be given the industry only from any surplus that may be left after munition and other war industry plants have been served. As one manufacturer said: "If you want gas you have to pay their price and take it whenever you can get it." The advance is the heaviest ever announced. It is recalled that when, years ago, gas was advanced to 15 cents per thousand a committee of pottery manufacturers went to Pittsburgh to file a protest, without avail. When another advance was announced another protest was filed, with the same result. During the past year the lowest average rate per thousand paid by any manufacturer here, based upon consumption, was about 27 cents. There is no graduated scale based upon consumption. The pottery manufacturers therefore have to pay the same price as the private consumers.

Pottery engineers threatened to tie up plants hereabouts early this week by being on the verge of calling a general strike. Several meetings were held, and on Tuesday morning W. I. Lewis, secretary of the local Chamber of Commerce, pleaded with the engineers to remain at work and present their differences to the local representatives of the War Board. This was done, and a conference was held on Tuesday night at the Potters' Club with the War Board committee. The decision of the Board, which is binding on both sides, will be rendered within a few days. The engineers demanded increased wages and a number of changes in working conditions.

* *

Decorators' gold, for both pottery and glass purposes, has been advanced, and orders will be filled only on a basis of fifty per cent. Bullion is not as easily obtained as formerly; and refiners are unable to maintain former volume of production.

*

Buyers visiting the district of late were Lee Schoenthal, for Gimbel Bros., New York; A. S. Baker, for Gimbel Bros., Philadelphia; Mr. Berlinger, for Gimbel's Store, Milwaukee; Morris Bergman, New York; A. G. Halgren, for Albert Pick & Co., Chicago.

* *

Decal salesmen announce that no new designs are being shown and no orders accepted other than for old patterns. This rule will continue during the war. Business accepted up to June will likely be filled. Designs which were about to be accepted by potters, but upon which no confirming order was placed before the ban went into effect, are held up until the end of the conflict.

Employment of female help in several clay shops here shows the wisdom of the move. In such plants there has been a decided increase in production, no time having been lost as a result of the operatives not showing up, as was so frequently the case with some of the men.

The placing of orders for pottery for fall delivery in 1919 is not uncommon hereabouts.

*

Trouble continues in the shipping of carlots East and West. There is a change in embargo orders almost daily. Last week Columbus, O., was "closed" and East St. Louis was "open." No assurance can be given by local railroad officials when merchandise may be started forward. Hundreds of packages are marked and ready for trucking to the railroad stations immediately upon receipt of word that the lines are open. Shipments by river are increasing wherever it is possible to reach certain districts by the water route.

* *

Orders for certain kinds of ware badly needed by the Government are being held up owing to the re-

fusal of operatives to make the goods. One clay worker sent word to a local manufacturer a few days ago that he "wouldn't make any more" of a particular-sized cup. In another plant the kilnmen declined to "place" certain items. "There should be a law to force men like these into the 'first line' at once," said the manufacturer relating the incident.

*

There has been less traveling done by pottery sales men this year than ever before, and this condition will continue. It is now a matter of buyers seeking merchandise instead of manufacturers soliciting business.

* *

Application has been made by the National Brotherhood of Operative Potters for $30,000 worth of the Fourth Liberty Loan bonds. Of this amount $15,000 has been subscribed by the local committee, and the balance by the Trenton, N. J., committee.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

W B Gardner, s, C H Yeager Co, Akron, O. Waldorf.
F Walsh, hf, c, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
C W Hollenbeck, hf, J Williams & Co, Albany. Herald sq.
T H Whan, hf, t, Elliott Taylor-Woolfender Co, Detroit. 220 Fifth ave.
M J Abrams, g, Abrams Co, New London, Conn. Broadway Central.
S Goldman, hf, Philadelphia. Breslin.
E T Noftel, t, Noftel D G Co, Montgomery, Ala. Continental.
H L Gearthart, hf, Wyman-Partridge & Co, Minneapolis. 43 Leonard.
J H McKees, hf, t, g, Dutton's Roxbury Store, Boston. Latham.
H F Barland, c, t, Boggs & Buhl, Pittsburgh. 1140 Broadway.
R E White, hf, Fort Worth, Tex. Grand.
L Topen, hf, St Louis, Mo. Latham.
H Ropheim, hf, Weisberger Co, Richmond, Va. 37 West 26th.
G L Hooley, hf, c, W Hengerer Co, Buffalo. 2 West 37th.
O T Ballhorn, s, Powers Mercantile Co, Minneapolis. 2 West 37th.
F A Montei, hf, t, M Malony, hf, G Fox & Co, Hartford, Conn. Breslin.
D P Paul, c, Paul, Gale & Greenwood Co, Norfolk, Va. Astor.
J W Johnson, c, g, J W Johnson & Son, Newport, N H. Broadway Central.
M J Lockley, hf, Finch Bros, Hamilton, Ont. Grand.
M D Bram, hf, s, t, Bernheimer Bros, Baltimore. Holland
E Hanson, t, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
J McKean, hf, Boston. Latham.
G A Stuart, c, g, Mitchell, Woodbury Co, Boston. Breslin.
J Bason, c, g, Wise, Smith & Co, Hartford, Conn. Breslin.
Miss Allen, hf, c, g, t, Carl Co, Schenectady, N Y. Latham.
Mrs S Nachman, Newport News, Va. Imperial.
J Gartman, hf, Philadelphia. Herald sq.
C Martin, hf, San Francisco. Park ave.

FRENCH CHINA REAPPRAISEMENTS.

THE Board of the United States General Appraisers has recently handed down an important decision relating to values of French china. The record at the Custom House does not disclose the full significance of this decision, because it merely states that in a great number of importations by L. Straus & Sons the invoiced values have been sustained. One has to look behind the curtain to get an inside knowledge of the case. It appears that the above mentioned decision is a repetition of former ones—that the same class of goods imported at different periods had been reappraised several times before with the same result—namely, the invoiced values were found to be correct.

Ever since 1911 or 1912 the Appraiser of the Port of New York has advanced the dutiable values of certain classes of French china imported by L. Straus & Sons and in each case the importers appealed to reappraisement, and in every instance the decisions were in their favor. Strange to say, in spite of these reversals the Government persisted in advancing the importers' invoices whenever a new shipment came in. The importers, however, were just as unyielding, and they continued to file appeals. They seemed to feel that their rights must be protected, regardless of time and expense. It is said that the testimony, oral, written and printed, offered by the Government was so copious that the typewritten record makes a volume comparable in thickness with Webster's Unabridged. That L. Straus & Sons nevertheless won their cases must be all the more gratifying to them.

This particular case has attracted widespread attention in import circles, its hearings having extended over a period of nearly two years, and the Board's decision is regarded as a big victory by the importing trade.

The question naturally suggests itself: Is it fair and reasonable that such repeated decisions by the Board of General Appraisers be totally disregarded by the Government upon the arrival of subsequent shipments of the same class of goods? Importers generally would deprecate such a practice, as it would impose up-

on them an onerous hardship almost akin to plain persecution. It was generally understood that decisions by the Board of General Appraisers on values would also control future shipments of the same kind of goods unless a change of conditions in the foreign market took place subsequent to such decisions. Our tariff law does not specifically provide for this, but logic and ordinary fairness seem to demand it. It may be timely to suggest to the U. S. Tariff Commission that this question be taken up by it for the purpose of recommending to Congress an adequate remedy for cases of this kind.

NEARLY $200,000 IN FOUR DAYS.

THE result of the first four days' drive of the Crockery, Glass and Allied Trades Division for the Liberty loan is very satisfactory, the total being $198,700. Following are the amounts recorded up to Wednesday morning.

Morimura Bros	$100,000	J L Garvey	$500
W S Pitcairn	25,000	D King Irwin	500
H C Kupper	10,000	L S Owen	500
Palm, Fechteler & Co	10,000	Bierne Bros' Employees	450
John J Miller	10,000	Frank S Warrin	200
Fair and Carnival Supply Co	10,000	R A Heidick	150
E W Hammond	10,000	L V Baldwin	100
Louis S Hinman	3,000	V McFarland	100
J Meredith Miller	1,200	L Solomon	100
Joseph Hurd	1,000	George Platz	100
C H Hennings	1,000	W P Jervis	100
E C Ledger	1,000	J E Wanzer	100
W S Wilcox	1,000	John J Hazen	100
H R Shirley	1,000	Louise Selkridge	50
Frank & Danziger	1,000	J E McCauley	50
Lee Schoenthal	1,000	Henry Martinique	50
Jos H Bickman	500	Regina M Egan	50
Nora J Bickman	500	Ethel E Dougan	50
Fanny Jacobs	500	Sidney Roth	50
		Carl Putterman	50

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of June, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated	$ 16,273	$ 16,268
decorated	325,184	367,370
From France	90,527	32,841
Germany	.....	.....
United Kingdom	64,925	26,836
Japan	149,322	299,117
Other countries	20,410	8,576
Earthenware, not decorated	76,384	44,045
decorated	212,351	152,159
All other	44,173	16,121
Total	999,549	963,333

FOR TWELVE MONTHS ENDING JUNE.

	1916	1917	1918
China, not dec.	$ 369,999	$ 176,712	$ 164,869
decorated	3,545,467	3,151,690	3,592,810
France	886,096	838,570	616,627
Germany	847,620	15,597	.....
United Kingdom	486,882	588,612	574,974
Japan	1,092,921	1,549,118	2,211,072
Other countries	231,948	159,793	190,137
Earthenware, not dec.	321,934	433,304	576,782
dec	1,368,680	1,910,288	2,200,628
All other	231,126	317,970	289,523
Total	9,392,673	9,141,654	10,417,422

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls	$ 35,002	$ 52,825
All other toys	132,295	95,519
Total	164,297	148,344

FOR TWELVE MONTHS ENDING JUNE.

	1916	1917	1918
Dolls & parts.	$ 672,270	$ 123,134	$499,992
All other toys	2,544,774	1,319,033	1,528,753
Total.	3,217 044	1,442,167	2,028,745

GLASSWARE.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1917	1918	1916	1917	1918
$61,472	$71,271	$566,369	$441,404	$640,518

CHINA CLAY.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1917	1918	1916	1917	1918
$187,941	$108,546	$1,377,106	$1,207,760	$1,322,603

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1917	1918	1916	1917	1918
$154	....	$9,432	$30,413	$ 4,398

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1917	1918	1916	1917	1918
$2,014	$2,148	$236,526	$157,067	$61,134

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, OCT. 3, 1918.

YOU want to smash the Hun, of course. Then do it! No need to tell you how.

THE pot-maker or pot-seller who evades buying Liberty bonds isn't worth a Potsdam.

IF for no other reason, a man should invest in Liberty bonds because of the advantage to be gained by salting away the dollars until they regain their old-time purchasing value.

NEEDLESS WASTE.

TO conserve the supply of paper great restrictions are placed on publishers. At the same time tons are wasted by the Government in duplicating notices, publishing useless documents and printing speeches in the "Congressional Record" which nobody reads. The mails are heavy with Liberty Loan circulars. Requests for subscriptions are being sent by everybody to everybody else. A letter or circular is sent by one man or firm to another with which he or it does business asking for subscriptions; the sender in turn receives letters from the people to whom he wrote making the same plea.

Some system should be devised to stop this indiscriminate circularization. Of course the Loan must be pushed; but it seems as if a way could be devised by which there would be less wastage of paper. If our own mail is a sample, thousands of reams are wasted daily.

PURELY AS A BUSINESS PROPOSITION.

ASSUMING that the dollar of 1918 is worth just fifty-eight cents as compared with the dollar of 1913—and that is what the statisticans tell us—the question arises: What is the best thing to do with the dollars that remain after the butcher, baker and grocer have been paid?

And here's the answer: Put them away until such time as conditions get back into smooth, running order again. It will not then be long before they regain their old-time value of one hundred cents.

It so happens that the Government has got to spend dollars now, no matter what they are worth, and it needs your dollars to help out. A fifty-eight-cent dollar, put with enough other fifty-eight-cent dollars to buy a Fourth Liberty Loan Bond, will emerge, after honorable service in winning the war, a full-fledged one-hundred cent dollar, plus a little more for good luck.

PERSONAL.

EATING his chow at a camp in France from a battered tin dish, Geo. D. Metzger, formerly with Hugh C. Edmiston, New York representative of Alfred Meakin, exclaimed: "Gee! but I'd like to have one of the plates I was accustomed to in New York, instead of this dishpan."

"It is rather an infliction, old top," echoed a fellow soldier, clanking his own metal receptacle. And then, musingly, "Particularly when a chap has spent a good deal of his life wrestling with the regular kind!"

"Whadya mean wrestling with the regular kind?" asked Metzger.

"Why," said his comrade, "I used to make 'em in a pottery in Staffordshire."

"Whose?"

"Alfred Meakin's."

"Shake, old man!" He's my boss, too."

E. W. Hammond, who returned from a short visit to East Liverpool last week, says the employment of girls as mold-runners is such a success that there is talk of employing them to run jiggers.

W. D. McCaghey, buyer for the Thomas Co., Toronto, Canada, is in New York, and will stay for the week at least.

Among the sales reported by a prominent real estate concern a few days ago was that of a handsome colonial residence of sixteen rooms and five baths at O-Co'nee, Bay Shore, L. I., to J. Duncan Dithridge, local representative of the Bryce Bros. Co. Until re-

cently he resided at Huntington, L. I., but is now occupying his new home, which is situated in one of the choicest sections of the Island.

J. C. Fee, treasurer of the Central Glass Works, Wheeling, W. Va., left for home last Friday after spending several days here, during which he dropped in for a conference with A. P. Doctor, the concern's New York representative.

H. Benedikt was confined to his home all last week with Spanish influenza, and is not expected to be able to return to business before next Monday.

H. J. Smith, road representative for Cox & Lafferty, returned last Wednesday from a tour of Pennsylvania, leaving again on Friday for his home at Johnstown, N. Y., where he spent the week-end before departing for Pittsfield, Mass., as his first stop on a trip through New England territory.

Henry Saul, of the Saul Mfg. Co., was looking bright and cheerful on Monday morning when he returned to his office after a nine weeks' tour of the West which took him as far as Dakota. The particular cause of his good-natured expression was seeing his three-months-old daughter once again. He says no one could possibly imagine how much she had missed her father.

Herbert Gay, buyer for the Hunter-Tuppen Co., Syracuse, N. Y., arrived in New York on Monday for a week's stay.

As the result of an order received from his draft board to get into an essential industry, Warren E. Thompson, for the past ten years with Edward Miller & Co. in the New York office, has forsaken the lamp business and is now employed at an aeroplane plant in Long Island City.

Mr. Clapperton, of Gundy & Clapperton, Toronto, Canada, is in town for a week or ten days.

A. Gredelue is a first cousin of Capt. Maurice Chestnet Gery, Commander of the detachment from the Foreign Legion now here to aid in the Fourth Liberty Loan. Capt. Gery is touring the country just now, but when in New York makes his home with Mr. Gredelue.

Last week, when he accompanied his father to look after the factory's exhibit at the Chemical Exposition, was the first time G. E. Fraunfelter, superintendent of the Ohio Pottery Co., had been in New York. It is all right to visit, he says, but entirely too swift for a steady diet. As a place to live he prefers the quieter life of a smaller place. While yet a very young man, he has manifested unusual capabilities in the pottery business, and his father, C. D. Fraunfelter, head of the factory, is fortunate in having his assistance in managing the plant.

A. W. Mackenzie, with the New York office of Meakin & Ridgway, left on Friday for a month's trip to a few of the larger Western cities.

Robert D Miller, youngest son of John J., has been selected for training in the petty officers' school at Pelham Bay Camp—an honor conferred upon only three out of every two hundred men.

E. L. Howe, for the past three years managing secretary of the National Retail Dry Goods Association, and previous to that merchandise manager for Marshall Field & Co., Chicago, has resigned to become associated in an important executive capacity with the Scruggs, Vandervoot & Barney Dry Goods Co., St Louis. In his former position Mr. Howe spent considerable time assisting the Government in matters where retail cooperation was required.

Harry L. Seixas, traveler for Edward Boote, returned to headquarters on Monday from a trip through New England, and left again on Tuesday for a tour through the West that will take him as far as Kansas City.

Geo. R. West, of the Westmoreland Specialty Co., is in New York for the week, and will then go to Burlington, Vt., to see his son, who is an instructor in the aviation camp there. He has another son at Mt. Clements, Mich., in training at the Staff Tehnical School at that point.

I. W. Steiner, from the Boston office of the United States Glass Co., was in New York for a short time this week.

Chas. P. Cox, of Cox & Lafferty, left on Wednesday night for a visit to the factory of the Imperial Glass Co. at Bellaire, O. He will be gone about a week.

Howard Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., made a brief visit to the city on Tuesday to consult with the company's New York agent, Thos. G. Jones.

H. A. Merrill, of the Merrill, Greer & Chapman Co., St. Paul, Minn., is again in town. He was here

the week of Sept. 25, and then went to Fortress Monroe to see his son, Capt. J. O. Merrill. He is registered at the Prince George.

W. F. Handel, of the Handel Co., Meriden, Conn., spent the first half of the week in the city.

Silas Ichenhauser—good old Silas—of Evansville, Ind , is gracing New York with his presence for a few days. He is a prominent Elk; so can be found at their New York Club House.

Percy N. Leyland left on Saturday for a Western trip with samples of Copeland china.

C. A. Parmelee, of the Parmalee-Dohrman Co., Los Angeles, arrived in New York last Saturday on a buying trip. He is registered at the Belmont.

Lieut. Lawrence Kinet, of the Royal Flying Corps, writing from the Canadian Convalescent Home, France, where he was recuperating from shock resulting from a fight with seven Hun aeroplanes on August 25, in which his plane was sent down in flames after he had accounted for several of the enemy machines, says his observer was not killed, as previously reported, but badly wounded. His bravery on this and other occasions has resulted in his being recommended for the D. F. G. He is the trade's first ace, having five enemy battleplanes to his credit. Lieut. Kinet was formerly in charge of the United States Glass Co.'s export business at the New York office, as well as foreign traveler for the concern.

BRAVE TO A FAULT.

WRITING from the front to Chas. Streiff, of Wm. Guerin & Co., this city, William Guerin says of the American Expeditionary Force:

"I have had quite some work to do with the American troops, and we all here cannot but admire the rapidity with which both officers and men are learning. Regarding their dash and their courage, your countrymen are second to none; and one would even wish that what took place with some companies recently would not renew itself—that is to say, too big a loss of life through excess of daring, if I may express it that way."

And Andre Guerin writes:

"Never have we lost faith in the outcome of the war. Even in our darkest day we could not believe that the Boche could govern the world. Our France will come out of the fight fatigued—bleeding—but how worthy of admiration and respect! What we have suffered you can hardly imagine; but that is nothing if only France lives."

[Both these gentlemen have been with the French army at the front for the past four years. William Guerin is a Captain of Artillery with the General Staff, and has been decorated with the French Legion of Honor and the War Cross. Andre is now attached to an American division as interpreter. Both have received from the English Government the D. S O. William Guerin has never been in this country, but Andre Guerin will be remembered by the many friends he made during his visits here.]

TIMELY WINDOW INSIGNIA.

AN addition to the series of patriotic decalcomania poster designs for application to glass windows and doors by Palm Bros. shows the flags of Italy, France, England and Belgium, with a shield of the United States on each side of a golden eagle's outstretched wings. It is entitled "Our Allies," and is the best of all their issues.

FUEL GAS CONTROLLED BY GOVERNMENT.

THE gas companies in Eastern Ohio, Western Pennsylvania and West Virginia went under Government control Oct. 1, and hereafter, for the duration of the war, will be operated under license. No gas shortage exists, but the increased demand is seemingly in excess of the supply.

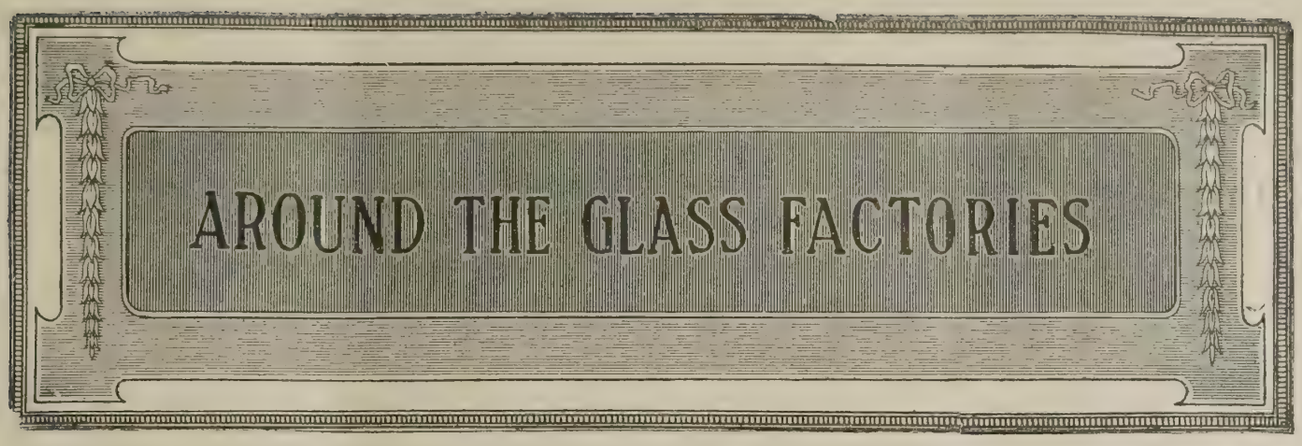
Glass and pottery plants are deeply concerned in the new order of things. Substitutes for gas will have to be obtained immediately, and a number of glass factories and potteries are preparing to use coal under their boilers.

As an illustration of the strictness governing the making of new contracts, the request of the United States Steel Corporation for gas to supply fuel for 5,000 coke ovens to be built on Neville Island in connection with the mammoth United States ordnance plant now being erected there was refused by a local company.

TRUE BLUE.

THERE'S one potter who wasn't bothered much in filling out his questionnaire. A Fairmont, W. Va., operative filled in the space for his name and address and then right across the face of the document wrote in big letters: "I'm a strong, healthy American, and I'm ready to go at any time." All other questions were ignored.

THE steamer Ceramic from England brought a consignment of twenty-two crates of crockery for A. J. Fondeville & Co. Don Marquis, of the "Evening Sun," please take notice!



Pittsburgh and Vicinity

Table glass manufacturers will follow the lead of the potters in reducing their present lines, and also will henceforth refrain from making new molds or placing any new items on the market for the duration of the war. Such was their decision following the conference with the War Industries Board at Washington and special meetings held here last week after the joint wage conference. Some lines are to be eliminated, and there is to be a standardizationof others. There will be no restriction on materials in stock or goods in course of manufacture. The cutting down of lines does not appiy to export business. The Government is to be immediately furnished with a list of glass manufacturers in each different line, this information to be forwarded by the chairman of the committee in charge of a particular branch of the trade. The various committees are as follows:

Pressed and Blown Glassware for Table Use. —A. H. Heisey, W. A. B. Dalzell, Arthur J. Bennett (chairman), H. L. Heinzleman, Marion G. Bryce. (W. E. Hunter, of the Economy Tumbler Co., is secretary of this committee.)

Packers' Glassware.—James Beatty, Joseph Brady, Frank Merry, Reuben Haley, Harry Heinzleman.

Lantern Globes and Lamp Chimneys.—A representative of the Macbeth-Evans Glass Co., John Beiswanger, Mr. Jones, of Bridgport, W. Va.; C. M. Rodefer, D. C. Jenkins.

Chemical Glassware.—Ralph Barber, a representative of the Corning Glass Co., Howard Fry, a representative of the Whitall-Tatum Co., Mr. Krodell, of the DeMuth Glass Co.

Harry A. Ross, manager of the Pittsburgh Lamp, Brass & Glass Co., was thrown from a street car here recently and severely injured. Several stitches were necessary in his right knee, and his arms were badly bruised. He is confined to his home.

Illuminating Glass.—Marshall W. Gleason, chairman; Thomas Howard, Charles H. Blumenauer, I. J. Collins. James Lewis, secretary.

William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., East Liverpool, was here late last week attending to special matters connected with the Liberty Loan campaign. Mr. Lynch is one of the leaders in this movement in his home district.

The desire of the Government that lines be reduced will cause a lot of changes in the different factories. The United States Glass Co. has over 20,000 different items listed, the Macbeth-Evans Glass Co. is said to have between 8,000 and 10,000, and the Cambridge Glass Co. and McKee Glass Co. have also a very large number.

Several factories which have completed their 1919 lines of portables and have had the same photographed for the trade have announced that these new creations will be withdrawn at once and sales confined to established lines.

Inquiries continue to be received by local glass manufacturers from foreign buyers. This week one came from a firm in India, and a large requirement from a jobbing concern in Argentina which is in the market for table glassware. A heavy volume of export business could be had if the manufacturers were in a position to take care of it.

Traffic managers report that they do not look for a general tie-up of shipping during the coming winter such as was experienced last season. Improvement in the motive power situation is responsible for this optimistic view.

The whistles of every glass factory in this section were blown for ten minutes last Saturday morning when the campaign for the Fourth Liberty Loan was officially opened. Before work was suspended for the day a 100 per cent subscription had been signed by

the employes in some of these plants. No one held bock.

The special wage conference between committees representing four branches of glass workers and the manufacturers closed here at noon September 27. The blowers, finishers and handlers in the iron mold department were given a 20 per cent increase, the gatherer in this department to receive 80 per cent of the blower's rate. The mold makers were allowed 48 hours per week. In the shade and globe departments the gaffer and servitor were given an increase of 20 per cent, the gatherer to receive 80 per cent of gaffer's rate. No agreement was reached in the paste mold department, which includes bar goods, tableware and lighting glass. It is likely that another conference will be arranged to take up the paste mold rates within a short time.

Bar goods continue in very slow demand. Only certain staple items in this line are said to have any sale, and the orders for these are for immediate requirements only.

At the annual meeting of the Pittsburgh Associa- of Credit Men, D. E. Crane, of the office staff of the Macbeth Evans Glass Co., was elected a member of the board of directors. O. C. Cowles, of the Shipley-Massingham Co., a larger buyer of glassware here, was also elected a member of the board.

Every glass manufacturer in this district has organized his forces for the Liberty Loan drive. Application blanks have been distributed among employes, and in several instances the amounts subscribed so far have far exceeded the factory quota on the third loan.

NEW GENERAL IMPORT LICENSE.

UNDER date of Sept. 27 the War Trade Board announced the issuance of a new general import license, to be known as P B F No. 27, effective for shipments made on or after October 1, 1918. This license covers the importation into the United States from the United Kingdom, France, and Italy, or their European or Mediterranean African possessions or protectorates, of all commodities, except those therein enumerated, provided the specific goods sought to be imported originated in said countries or in said possessions or protectorates.

A list of commodities specifically excluded from the terms of this license, classified according to the tariff paragraphs, is being prepared and will be announced shortly.

This new general license purposes to include commodities whose importation from Europe has been entirely unrestricted and whose distribution in this country has not been controlled; also, with certain exceptions, those commodities whose importation has heretofore been allowed under the back-haul privilege from convenient European and Mediterranean African ports.

Commodities covered by this license will not, therefore, require an individual import license, and it will not be necessary for the War Trade Board to cable officially regarding such shipments.

FUEL SCARCE IN ENGLISH POTTERIES.

DURING a recent debate on the Fuel and Lighting Order in the British House of Commons, Colonel Wedgwood, of Josiah Wedgwood & Sons, England, and cousin of Kennard L. Wedgwood, New York representative of the company, said: "It is not so much the effect of this order upon workmen's homes to which I want to draw attention. It is the effect upon the export trade of the country. We know quite well that, unless we can keep our export trade going now, the whole possibility of competing with German trade after the war is knocked on the head. Let me take the industry with which I am familiar—the pottery industry. In that industry we have managed to carry on during the war. I am bound to say I am proud of the industry and the way in which they have carried out their patriotic duty. In the whole of the Staffordshire potteries you will not find 600 men of military age left. The industry is carried on by old men, women and girls. The female employees have risen from about 45 to over 75 per cent of the employees in the trade now. The industry has fallen into line with the Government in making joint recruiting schemes to take the last possible man out of the industry. In my own borough they have subscribed a larger amount per head to War Loans than any other borough in the country. They have carried on their industry with enormous advantage to the whole of the country, because, by exporting pottery to the United States of America, they keep up the exchange. The trade of America has grown enormously. Every pottery works now has far more orders on its books than it can possibly deal within the next year, or even two years. The calls of national service upon the men have kept the output smaller than before the war, in spite of the large demand from America, due, of course, to the fact that German trade is cut out. We have made our effort and spent our money in order that the country should have its finger in the export trade in those countries where Germany used to control the trade. It has been done at great sacrifice. Now this serious position has suddenly came upon us. Our coal supplies are cut down, and factories are having to close their doors. The factory with which I am associated has been closed for a fortnight. The bigger export factories are closing down. It is true, we are rationed nominally at 75 per cent of our 1916 consumption of coal. We

thought we could carry on somehow with the 75 per cent, but, although we are nominally rationed at that figure, we do not see one-half of it. In the potteries you will see roads blocked with carts, waiting to get a cartload of coal for their factory. These people wait day after day for the chance of getting an odd load of coal. The consumption, so far from being 75 per cent of the 1916 level, is under 35 per cent now, and the amount of wasted time in the acquiring of that coal is appalling. It is not enough to allow us to ration ourselves, or even to say that we shall be rationed, at 25 per cent less than the 1916 standard, to enable us to carry on. The important thing is to assure us that we shall have a certain supply of coal. The important thing is to allow the potteries to have a call—I should say a first call—upon the production in the pottery area. If we can be assured of our supply, then it will be possible to carry on; but if one month we have 50,000 tons, and the next month 10,000 tons, then there will be waste, there will be heart-burning, there will be dissatisfaction, and the whole scheme of rationing will break down. Before 1916 we consumed 1,400,000 tons a year. Give us our 75 per cent of that, and we will carry on, provided we can be assured of getting that 75 per cent; but, if we cannot, then you are getting a situation in North Staffordshire that I do not like to contemplate."

BORGFELDT & CO. CREEPING UP.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Strobel & Wilken Co			$8,750.98
Geo. Borgfeldt & Co.	1648	3747	7,920.35
L. Straus & Sons	904	2563	4,510.13
Morimura Bros	336	7872	3,395.34
Edward Boote	340	1485	1,792 05
Herman C. Kupper	319	732	1,778.00
Higgins & Seiter, Inc.	260	1600	1,700.00
Leo Schlesinger Co			1,513.50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,107.49
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
J. H. Venon, Inc	189	356	894.05
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
U. S. Glass Co	96	1319	760.00
Lowenfels & Co			665.19
H. G. McFaddin & Co	150	100	647.50
O'Gorman Pub. Co	124	250	601.35
M. Propp & Co			509.75
Empire China Works	71	851	508.11
B. Strasburger	72	720	479.70
M. Herbert Co	9	1641	450.10
Baker & Bennett	100	26	424.50
Fensterer & Ruhe	73	473	422.77
B. Shackman & Co	53	727	$ 401.70
Mrs. Philip J. Termini			400.00
A. J. Fondeville & Co	67	473	398.47
J. Wedgwood & Sons	69	411	391.95
Benjamin Griffen	37	887	377.05
Bryce Bros	73	286	376.67
Theo. Haviland	69	265	364.67
James M. Shaw & Co	54	436	332.94
Wm. Dougherty	65	180	316.70
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
H. Brand	53	89	243.26
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239.50
Edward B. Dickinson	27	485	226.46
Wm. H. Plummer & Co	39	224	219.25
Fostoria Glass Co.	43	137	212.56
C. H. & E. S. Goldberg	37	168	196.83
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co		752	188 00
John Simmons & Co	27	288	184.05
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
Jas. S. Barron Co	34	86	162.60
G. W. Wineberg	37		154.29
Vogt & Dose	15	349	150.10
Paul A. Straub & Co	20	222	139.30
C. Dorflinger & Sons	22	178	136.02
Calumet Mfg. Co	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co			126.50
Edw. D. Soule		431	107.75
Henry Birn & Sons	20	90	106.90
Gudeman & Co	7	289	101.39
Rich & Fisher	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52.35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Frank & Danziger, Inc.	9	10	39.85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Ko Kozai		58	14.50
B. Illfelder & Co	1	37	13.40
Tashjian Bros		45	11.25

ARE you helping? If not, how mean you must feel.

POSSIBLE EXHIBITORS IN JANUARY.

WHETHER or not there will be a Pottery and Glass Exposition in January at Pittsburgh depends entirely upon the Government, say the manufacturers. Bookings are slower at the Fort Pitt Hotel this season than ever before, and the outlook for a big display is not as bright as it might be. Those who may exhibit if conditions are favorable, and who have so advised the hotel management, are as follows:

Economy Tumbler Co	Hirsch-Malgood Co
S Herbert Cut Glass Co	Weller Pottery Co
West End Pottery Co	United Cut Glass Co
Crooksville China Co	Fenton Art Glass Co
Phoenix Glass Co	Steinfeld Bros
Penn Cut Glass Co	Vodrey Pottery Co
Lazarus & Rosenfeld	M Herbert Co
Wheeling Decorating Co	Southern Potteries, Inc.
Aluminum Goods Mfg Co	John B Higbee Glass Co
Kiefer Bros Cut Glass Co	Novelty Mfg Co
D C Jenkins Glass Co	Diamond Glass Co
Bryce Bros Co	Lancaster Glass Co
McKenna Bros Sales Corp	Indiana Glass Co
Sebring Pottery Co	H C Fry Cut Glass Co
Old Colony Cut Glass Corp	Taylor, Smith & Taylor Pottery Co
Royal Metal Mfg Co	Paden City Glass Mfg Co
Brown-Reddrop	Steubenville Pottery Co
D E McNicol Pottery Co	L D Bloch & Co
Sunshine Cut Glass Co	Cambridge Glass Co
United Novelty Co	Duncan & Miller Glass Co

INDEPENDENT OF THE TEUTONS.

AT the meeting of the American Ceramic Society held in the auditorium of the Grand Central Palace last Saturday in connection with the Chemical Exposition, A. V. Bleininger, of the Government Bureau of Standards, Pittsburgh Laboratory, gave an account of the new opportunities coming to the ceramic industry as a result of the war. Among other things, he said:

"The manufacture of hard-fire, true porcelain has received a powerful impetus through the war. Three plants are already operating successfully on the production of chemical porcelain, and are making rapid strides with respect to quality. The manufacture on a large scale of hard porcelain tableware is to be begun in the very near future. It is very fortunate that the pioneers in this work have realized the importance of putting their production on a firm basis with reference to foreign competition.

"By the use of automatic machinery, mechanical driers and tunnel kilns they will be able to meet foreign competitors on equal terms. The plants now in course of construction excel all European potteries in the elimination of unnecessary labor cost and expenditure of fuel. The development of a hard-fire porcelain industry is, indeed, a national duty. It would be preposterous and humilating to contemplate any further dependence on Germany and Austria for these products. By establishing this industry we shall be in position to seek the South American markets to which we have a fair right.

"The demand for ordinary tableware at the present time is greater than ever before, and difficulty is being experienced in supplying the requirements of the army and navy, and at the same time those of the country. The simpler shapes, such as cups and mugs, are now being produced by the one-fire process, which, incidentally, results in an appreciable saving of fuel."

"It may be said that in the United States we have mastered the essentials of the production of optical glass, and about seven types are being manufactured commercially. When it is realized that at the beginning of the war but little optical glass was being produced in the United States, the rapid development of the art presents an inspiring example.

"Summarizing the effect of the last four years on glass for industrial and chemical use, American manufacturers have proven themselves capable of supplying their country's needs, and have even gone further and created new and better glasses than are made in Europe. A list of the varieties of glassware now made here that were not made to any extent in this country before the war includes optical glass, laboratory or chemical ware, glass gauge tubing, watch crystals, glazing glass, oven glass, glass brick, siphon bottles, photographic glass, and high-grade picture glass and glass for spectacles.

"This is an expansion worthy of note, and it has come in no sudden or spasmodic manner. It rests on a good foundation of careful study and work. The

Decoration No. 4584.
"IDEAL" SHAPE.

Dainty Borders on Ideal Shape,
Plain.

Pretty Sprays on Ohio Shape,
Fancy.

D. E. McNicol Pottery Co.
EAST LIVERPOOL, O.

question of competition with Europe in industrial glass after the war will depend only upon price, for the quality of ware is assured. There must be, it is evident, a retention of suitable import duties, to be paid by all alike. The unreasonable duty-free privilege, which discriminates against American manufacturers in favor of Europe and Asia, must be abolished. Then this healthy growth can be retained as a permanent branch of the glass industry in America."

The speaker said another industry having a direct bearing upon war work was that engaged in the manufacture of abrasive and grinding wheels. He characterized the rapid growth of this branch of manufacture and its technical development as typical of American achievement. A good word also was said for the progress made by the chemical stoneware industry.

Other speakers were L. E. Barringer, H. Ries, F. A. Whitaker, S. C. Lindberger and J. B. Shaw.

ARE you one of those shirkers who think "Let George do it?" Yes? Then stop posing as an American!

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Statement for October 1, 1918, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, County of New York. } ss

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publishers, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City.

2. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City.

3. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

GEO. WHITTEMORE.

Sworn to and subscribed before me this 26th day of September, 1918.

FRED M. HARRIS, Notary Public, New York County.

(My commission expires March 30, 1920.)

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

ELPCO MADE IN USA CHINA ELPCO MADE IN USA CHINA ELPCO MADE IN USA CHINA ELPCO MADE IN USA CHINA

"Potters to the American People."

EAST LIVERPOOL POTTERIES CO.,

EAST LIVERPOOL, O.,

are offering the best line of popular-priced dinner sets ever produced. Also a full line of white ware staples Samples on show at our showrooms.

NEW YORK: **Edward A. Unger,** 139 Fifth Ave.

CHICAGO: **Chas. D. McChesney** 180 N. Dearborn St.

HOTEL WINDSOR,

WHEELING, W. VA.

Modern in Every Respect. Large Sample Rooms. Fireproof.

Situated in the heart of both the wholesale and retail districts. Convenient to railroads.

Traveling men for the crockery, glass and kindred trades will find every comfort.

ROOMS WITH BATH, $2 AND UPWARDS.

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CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 10, 1918.

CONDITION OF TRADE.

New York

Two things have seriously interfered with business the past week. First, the drive for the Fourth Liberty Loan. It is not alone that people are lending their money to the Government, which naturally takes money out of circulation, but so many are engaged in soliciting subscriptions that they have little time to give to buying or selling. Second, the influenza scare. This is felt more in the retail trade than in the wholesale, as shoppers avoid the crowds usually to be found in department stores. In some towns these stores were closed. A good feature of the epidemic is that it is short-lived. It strikes a community, sweeps over it, and in a few days is gone. As regards the Liberty Loan, conditions this time are precisely as they have been in previous drives. While the rush is on, business drags. When it is over, trade will go on as usual.

Wholesale trade all over the country dropped off materially as soon as the call came for the big Loan. Not only did the local importers feel it, but the road men were hit, and their sales fell off. The Japanese importers in this city, however, did a good business.

Domestic potters felt the conditions less than the importers and were the recipients of a fair amount of business. Government requisitions were numerous, and on the whole the manufacturers had little to complain about. The local agents of the potteries found the city demand a little light, but those who take in the nearby districts gathered a fair number of orders.

The glass business is a little mixed. While there has been a fair demand for certain items, the market is somewhat narrow. Of course the closing of more than two thousand saloons in New York has had a big effect on bar goods. The discontinuance of a number of noted restaurants also reflects the effect of prohibition. Foremost of these is Delmonico's, where for many years more champagne was sold than in any other like establishment in the country, if not in the world.

Retail trade in New York dropped off, but not as much as in the cities where the influenza is more prevalent. The closing of theatres, schools and places of public meeting had a marked effect in those cities, casting a sort of gloom over the community, and naturally there was little inclination to spend money. But, as before remarked, the epidemic is of brief duration in a locality. The retail trade as well as the wholesale felt the demand for money for the Liberty Loan. This condition will also pass, and in a short time the people will again be spending.

Pittsburgh and Vicinity

The demand for tumblers is very heavy. Tableware is in fair request. Very little business is being done in specialties. Lines of all firms are to be immediately reduced, in accordance with the request of the War Industries Board, and no new mold work is being undertaken. Chemical glassware for Government purposes, which is being made by

plants engaged in making general lines, is in liberal requirement.

East Liverpool and Vicinity

While orders continue to pour in, there does not appear to be very much improvement in the matter of increased production. Dinnerware is in good demand; orders for hotel ware continue firm and steady. The fuel situation continues to be the subject of much consideration. It looks as if coal must be used in bisque kilns hereafter.

WHY ENGLISH GOODS COST MORE.

New York, Oct. 8.

Editor Crockery and Glass Journal.

Dear Sir: May I avail myself of some of your valuable space to put before your readers a few facts relative to the situation at present prevailing in the English potteries? The advances on English goods have been frequent of late, and I think that some explanation is due to the trade in general.

The following table gives the actual advances in cost on various raw materials at our own factory at present prevailing, compared with pre-war prices of 1914:

China clay	72	per cent
Ball clay	60	"
Flints	124	"
Hard stone	92	"
Bone	232	"
Sagger marl	58	"
Other marls	90	"
Potter's plaster	57	"
Placing sand	51	"
Placing flint	113	"
Stilts	100	"
Press cloths	350	"
Black oxide cobalt	75	"
Prepared oxide cobalt	116	"
Printing paper	100	"
Colors	10 20	"
Gold	35	"
White lead	77	"
Turpentine	277	"
Coal, ranging from	75 to 150	"
Slack	220	"
Coke	140	"

PACKING MATERIALS:

Elm staves	313	per cent
Heading boards	173	"
Nails	484	"
Straw	137	"

War bonus to all wage earners, 40 per cent, and large advances on the original base wages.

While these figures are only the actual advances paid by our own factory, they may be taken as representative of the district at large.

In addition to this, fifty-two per cent of our male operatives between the ages of eighteen and sixty-one have joined the colors, and while their places have been taken by older men or women the efficiency of the work has naturally been impaired, resulting in a larger percentage of loss in the process of manufacture.

The potteries, in addition to this, are now faced with the most serious coal shortage of recent years, and our local Members of Parliament have taken the matter up very vigorously in the House of Commons—not to enable the factories to continue on full time, but to try and prevent the closing down of the whole district during the winter months.

The combination of all these circumstances has rendered the present prevailing plusages a matter of actual necessity, and until the situation is relieved the tendency will be higher rather than lower.

The present open market basis of prices leaves much to be desired, but it appears to be the only possible way to do business until such time as prices once more become stabilized. Meanwhile I think it only fair to the trade at large to express my great appreciation of the spirit in which they have accepted the situation and the broad point of view they have, with few exceptions, adopted. I remain,

Very truly yours,
Kennard L. Wedgwood.

JAPANESE EMBARGO TO STAND.

The War Trade Board has denied the request of certain large import houses in this city that Japanese goods bought and paid for by American firms be permitted shipment to the United States. This is interpreted to mean that the War Trade Board has no intention, for the present at least, of modifying the embargo against a number of Japanese commodities, including cottons, toys, decorated chinaware, etc.

Representatives of these firms visited Washington recently to have the embargo lifted so as to allow merchants here to bring in goods which had been contracted for and paid for prior to the publication of the import restriction lists. Much of this merchandise, it was explained, is ready for shipment and should be allowed to come in.

The War Board officials, it seems, did not accept this view of the matter and have ruled that the shipping situation justifies a continuance of the present embargo. As a matter of fact, it is reported from Washington that a further restriction of imports and exports is contemplated in the near future.

As a result of the War Board's decision, importers of Japanese goods are confronted with the expense of storing the goods in question until such time as the Washington officials see fit to modify the present import regulations.

One of the questions now being asked in view of the Allied successes and the prospects of a reasonably early peace is: How soon after the cessation of hostilities will the War Trade Board continue to impose the present restrictions upon import and export trade? Will there be an immediate modification or complete lifting of the restrictions, or will the problem of bringing the boys home necessitate the continuance of the present regulations? While it is premature to even think along these lines, these questions have come up for discussion in import circles.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Notices have been issued by Federal officials to Community Labor Boards that the organization and functioning of such boards must be pushed with all possible dispatch. Production must be speeded up through the efforts of these boards, and men taken from non-essential work and placed where their efforts will have a more telling effect in other lines. That a shortage of workers exists in the pottery industry hereabouts is unquestioned, and the Community Labor Board must see that the depleted ranks are filled, according to Washington officials. The employment of female help in certain departments of potteries where male help has been solely engaged heretofore is having good effect, but does not entirely overcome the difficulty.

* *

Among buyers visiting the district were George F. Hankins, of Lexington, N. C., representing the Foster Pottery Co.; Harry Lowengart, for the M. Sellers Co., Portland, Ore.; Philip Bernstein, Cincinnati; Mr. Miller, for the Schenk China Co., Pittsburgh.

* *

The installation of machinery in the new plant of the Bedford (O.) China Co. is held up on account of the shortage of labor. This concern was to show its first samples this month. Operations will not likely start now until January. Stocks of materials have been received at the plant, and practically all the machinery has been delivered.

* *

On account of the change in the gas situation in this territory, pottery manufacturers are now giving consideration to the plan of placing all bisque kilns on coal. Glost kilns will be under fire. In a number of instances where gas has been used under boilers changes have been ordered to be made at once so that coal can be used. New stacks have to be constructed before coal can be used under some boilers.

* *

The Embargo Committee at Pittsburgh is giving permits to move carlots where it is shown that need exists for the merchandise and that the cars will be unloaded promptly upon arrival. The embargo on the receipt and delivery to and from the Cleveland and Pittsburgh Railroad continues in effect.

* *

The Vodrey Pottery Co. is installing a patented revolving stove room in its clay department which will be ready for operation within a fortnight.

* *

At the J. B. Owen plant in Zanesville, O., materials have been delivered for the construction of two tunnel kilns, and contracts for their erection awarded to local builders.

* *

"No one would have believed it had they been told five years ago that hotel ware would be selling at list, and above it," said a local manufacturer this week. Since the beginning of the war there have been steady advances in this class of merchandise, and the volume now being produced is the greatest in the history of the trade. Even so, it is impossible for the manufacturers to fill orders within the time they would like to.

* *

So far very little has been heard about the annual meeting of the United States Potters' Association. The meetings have generally been scheduled for the first Tuesday after the first Monday in December.

* *

Officials of the Elks Club are of the opinion that arrangements could easily be made to have a number of pottery exhibits usually maintained in Pittsburgh in January use space in the Elks building here. The matter of having the general exhibit of pottery lines here instead of Pittsburgh has been talked about among local business interests for some years in connection with the erection of a large hotel.

* *

The Government has forwarded a general plan to manufacturers how to proceed to obtain exemption for men occupying "key" positions in their plants.

OVER THE MILLION-MARK.

FOLLOWING are the amounts subscribed by the Crockery, Glass and Allied Trades Division to the Fourth Liberty Loan, as reported up to Wednesday morning:

S H Kress & Co	$300,000
Butler Bros	100,000
National Enameling & Stamping Co	90,000
Geo Borgfelt & Co and employes	57,050
Takito, Ogawa & Co	25,000
Gilman Collamore & Co	15,000
Palm, Fechteler & Co (additional)	15,000
Anonymous	13,000
Meakin & Ridgway Inc	12,000
G M Thurnauer & Co	10,050
The Tajimi Co	10,000
F A O Schwarz	10,000
B Illfelder & Co	10,000
E I Horsman Co	10,000
Louis Wolf & Co	10,000
J T Kelly	10,000
Lewis & Conger	6,800
Ovington Bros	5,000
Leopold Zimmerman	5,000
Triplex Safety Glass Corp	5,000
Emil F Kupfer	5,000
Broom Mfg Supply Co	5,000
Anonymous	5,000
Josiah Wedgwood & Sons Ltd	5,000
Reliance Mfg Co	5,000
Wm H Plummer & Co	5,000
Hugh C Edmiston	4,000
L Bernardaud & Co	3,500
Baker & Bennett	3,500
L S Hinman	3,000
Krebs, Stengel & Levy	3,000
John Nixon	3,000
J H Schwartz and employes	3,000
Harry F Wolff	2,500
Albert Behrend	2,500
Milton Bradley Co	2,500
Charles Medock	2,100
Owens, Kreiser Co	2,000
S Lisk & Bros	2,000
F & O Cedar Works	2,000
William H Barron	2,000
Bass & Bass and Rudolph Gaertner	2,000
employes	1,900
J A Deknatel Co	1,500
Calumet Mfg Co	1,500
Louis Levy	1,500
M B Schmidt	1,500
A Hauptman	1,300
Louis A Boettinger	1,250
William Goldblum	1,100
New Toy Co	1,000
Alfred G Moment	1,000
Morris Bergman	1,000
Warne S Creveling	1,000
Royal Lace Paper Co	1,000
C J O'Brien	1,000
Century Doll Co	1,000
Ideal Toy Co	1,000
Sarah E VanPelt	1,000
D W Hunter	1,000
McKenna Bros Sales Corp	1,000
Robert H Macklett	1,000
Kiefer Bros Cut Glass Co	1,000
Henry Birn & Son	1,000
Thomas G Jones	1,000
Alvin Glass Works	1,000
I L Kesner	1,000
Edward B. Dickinson	1,000
Arthur G Steir	1,000
Harry J Fisher	1,000
A J Fondeville & Co and employes	900
Potmend Co and employes	700
L Straus & Sons' employes	700
American Stove-Board Co	700
American Made Toy Co	600
Acme Toy Mfg Co	550
M Sweyd	550
D King Irwin	500
Samuel Frank	500
Harris Beren	500
Royal Copenhagen Porcelain Co	500
Wolf Kossovsky	500
Star Crayon Mfg Co	500
Nadel Shimmell	500
Frausgram Co	500
Crandall Carriage Co	500
David Dreher	500
Federal Doll Mfg Co	500
S B Blumenthal	500
Ralph Huntington	500
August J Kupfer	500
Fannie Jacobs (additional)	500
Mary B Irwin	500
David C Abblegate	500
Acme Handle Co	500
Myer Hurley	500
Steger Mfg Co	500
Union Mills Scrub Cloth Co	500
William M Palmer Co	500
Max Hirsch	500
A Dembitz & Co	500
Justin Tharaud	500
Paul L. Witzell	500
Hermann Siegel	500
Haber Bros	400
Lincoln Toy & Novelty Co	400
Citron Bros	400
S Gartner	400
Restauranter Supply Co and employes	400
Luft & Luft and employes	350
E W Hammond (additional)	300
Henry S Fisk	300
T L Bloom	300
William Ginsberg	400
Albert Thomas	300
N Dessau	300
Hitz, Jacobs & Co Mfrs	300
August Broll	300
Broom Supply Co (additional)	300
C N Adams & Co employes	450
Household Supply Co	300
Harry Friedman	300
Morrus Sender	250
P Leibovitz	250
M Bloom	250
Wolf Doll Co	250
I De Keyser	250
Associated Mfrs Co	250
Central Supply Co	200
B Feicholtz	250
T Cohn	200
Charles B Blum	200
William Neix	200
National French Novelty Co	200
Bar Zun Toy Co	200
Max Pressner	200
A Snydecker	200
William Dougherty	200
M Levine	200
American Wringer Co	200
Leon Wilittis & Co	200
M Fleck	200
Chas R Reugger employes	200
W Walden	200
M Bloom	200
Forest Sales Co	200
N Gartenberg	200
Chas Goldstein	200
Culinary Mfg Co	200
W H Reed	200
R Goetchins	200
Victoria Toy Co	150
George McCaskey	150
Bronx Cut Glass Co employes	200
Henry Rosner	150
John Lytlle	150
Stoger Co employes	150
Spengler Loomis Co	150
W Gilman	150
S Peyser	150
Oscar Winter	150
Silver & Co	150
W M G Smith	150
Walter W Church	100
L Broniss	100
H Katz	100
Max Herbert	100
Katherine Fleischman	100
J H Venon	100
M Kaster	100
E L Bates	100
A H Ledden	100
Harry M Reich	100
Sam Zuckermann	100
A H Hays	100
Golomb Bros	100
R H Flogel	100
J Martin	100
L M Schwartz	100
M Weintraub	100
B J Klein	100
J Weill	100
J Pollack	100
G Sherman	100
J Nerneth	100
G H Levin	100
W Diamond	100
George W Frey	100
Federal Toy Co	100
Lyon Doll Co	100
H Reader	100
Beauty Doll Co	100
Gerling Toy Co	100
Samuel Pepper	100
J W Faber	100
J D Heller	100
Louis Hirsch	100
J Katenstein	100
S J Rohn	100
Chas Weitz	100
V M Adler	100
P Goldberg	100
E Sadowsky	100
Max Shore	100
J L Turner	100
J G Kiefer	100
Wm Mayhood	100
W Sanft	100
Charles Weddle	100
Wallach & Behrend	100
Ed Sadowsky	100
Alfred Price	100
Charles O Kiefer	100
J Guttman	100
Frank A Volino	100
United Royalties Co	100
A P Durgin	100
Morris Smith	100
G Weinstein	100
Levine Bros	100
S Singer	100
C R Ruegger	100
O K Clothes Dryer Co	100
Paramount Co	100
A M Levy	100
J Solanto	100
H S Mirrielees	100
Keppler Bros	100
John M Hart	100
H Levit	100
National Broom Co	100
E Koscher	100
S Levin	100
D Berlin	100

E Klein	100
"The Housefurnisher"	100
Anco Supply Co	100
Sanitary Supply Co	100
General Mfg Co	100
Buffalo Specialty Co	100
Alpine Polish Co	100
Cuvny Fly Trap Co	100
A A Ezekiel	100
A E Corby	100
Alfred Price	100
Geo Higginson	100
Edward S Boote	100
A F Cook	100
G E Miller	100
Florence C Dickinson	100
W Secco	100
Henry Greenberg	100
Jane Siegel	100
Pauline Seigel	100
Harry Friedman	100
Clifton Allen	50
J Shaffer	50
G J McCarten	50
W A Raabe	50
C E Cardon	50
Lilly Hyder	50
M Musgrave	50
W Freidman	50
Louis Horowitz	50
Henry Rothstein	50
H I Benedict	50
Empire Toy Co	50
C Dorwashinsky	50
Sam Adams	50
H Read & Sons	50
Max Seigel	50
Rabinowitz & Braunstein	50
P Schaffer	50
A Binder	50
S Hershkowitz	50
Dora Adler	50
Helena K Mallstedt	50
Katie Bergsman	50
Sam W Adler	50
B Berkowitz	50
R Rubinstein	50
J Nowl	50
B Blumenthal	50
Edwin Epstein	50
I Baer	50
Louis Kohn	50
K Lesser	50
N Rothstein	50
S Gises	50
H Levine	50
J Schwartz	50
Neustadter & Bros	50
Neustadter & Posner	50
C Rehbein	50
N Uman	50
Harry Gopper	50
C A Lowe	50
J P Fredericke	50
Wm Bauer	50
Max Ewald	50
Max Ewald employe	50
W Rollin	50
L Aunim	50
Mabel A Dowdney	50
M Noah	50
Genevieve Clark	50
J H Rosch	50
Wm L Wray	50
C J Dela Croix	50
C D Wilcken	50
O G Dela Croix	50
L Birn	50
J Leichtner	50
Max Rapaport	50
Louise Wieth	50
Elsie Wieth	50
P J Romanelli	50
J Englebrecht	50
Economy Sales Co	50
C Plunket	50
Atlas Broom Co	50
John Wachet	50
B Siskind	50
A Waxman	50
N Y Broom Co	50
J Linder	50
Bert Egekiel	50
J C Mitchell	50
Bessie Jackman	50
Harry Bialstock	50
A Schartz	50
Cecelia Burns	50
T N Lally	50
Wm Fitzgerald	50
Charles Patten	50
O'Briene Bros employee	50
B Sloane	50
John Joseph	50
Robert Pearlman	50
	$878,850
Previously reported	198,400
Total	$1,077,250

MORE NAILS IN THE GERMAN COFFIN.

WHAT may not be improperly described as a few extra nails for the coffin of Germany's dead hopes for after-war trade were recently shown in the British Scientific Products Exhibition held in London, says the Times. The things displayed included chemicals, physical appliances, electrical apparatus, optical instruments, porcelain, photographing materials, measuring instruments and textile fabrics which were formerly sold in Great Britain bearing the label "made in Germany," but which are now of domestic manufacture.

Everyone has been made familiar with the progress made by the British in the manufacture of dyes and other coal tar derivatives. But it is not so generally known that, now and hereafter, the United Kingdom will be independent of Germany for its supplies of tungsten, used in high-speed steel and glow lamps; for thorium, used in making incandescent gas mantles, in which the Germans had no monopoly; for hard porcelains, used for electrical fittings and laboratory work; and for aluminum alloys, now better made in Great Britain than they ever were in Germany. Magnetos, also, for which the British were dependent on the Germans, are now made at home in ample quantity.

More interesting is the case of optical glass – a component of all kinds of instruments for peaceful as well as war uses. A corps of chemists headed by Sir Herbert Jackson tackled this problem, determined the composition of the various kinds of glass, and enabled British manufacturers to turn out all the supplies needed. The pure potash required is obtained by a new electrolytic process.

These are only a few instances of what has been done in the economic field to prevent Germany from recovering a large and lucrative portion of its former export trade.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

P C Schaeffer, hf, c, s, Adam, Meldrum & Anderson Co, Buffalo. 230 Fifth ave.

C Ellison, s, Sears-Roebuck & Co, Chicago. 115 Fifth ave.

H W Smith, c, g, Larkin Co, Buffalo. Cumberland.

J Green, hf, Newport News, Va. Grand.

M Harvey, hf, Boston. Broadway Central.

A N Howe, c, Mitchell, Woodbury Co, Boston. Breslin

Mr Stanbro, hf, Clawson & Wilson Co, Buffalo. 43 Leonard st.

E Wilson, hf, Halifax. Flanders.

G Barnum, hf, New Orleans. Flanders.

H Horner, hf, Denver. Longacre.

J R Duncan, hf, Fowler, Dick & Walker, Evansville, Ind. Grand.

Mr Stiekel, hf, Burnham & Stoepel, Detroit. 43 Leonard st

E H Zeller, t, Wm Koch Importing Co, Baltimore. Imperial.

L D Rothschild, t, Rothschild Bros, Ithaca, N Y. 44 E 23d

K L Lugrin, t, C H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

J H Crowley, t, B Peck & Co, Lewiston, Me. Flanders.

F L Gavitt, c, B Gavitt Co, Westerly, R I. Continental.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, OCT. 10, 1918.

AFTER the war the country will be divided into two classes—those who did their duty and those who did not.

THERE is not a man or woman in America who should not press to the utmost if we want to save the lives of our American boys. The lowest cost of this war will be measured by the greatest effort now.

NOT the least of the many ways in which the patriotism of our people is shown is the patience buyers are exhibiting about getting their orders filled. They need goods badly, and are willing to pay big prices; but, knowing that the Government requisitions must have precedence, accept the delay cheerfully.

REACHING THE LIMIT.

THE prices of crockery and glassware are still mounting. How high they can go without a shutting off of buying is still to be determined. So far the people continue to purchase. The sales of very high priced goods have dropped to some extent, the next lower priced grades taking their place; and this substitution is going on all down the line. The measure of buying will be determined when the lowest priced goods have reached figures which the ordinary consumer will consider above his capacity or willingness to pay.

Is is just barely possible that in glass that point has been nearly reached. Substitution has been going on till the bottom is not far away. The writer of this article dropped into a hotel not a thousand miles from Sixth avenue and Thirty-third street for luncheon recently. It is a well-known, well-patronized house, and has been a favorite with wholesale buyers. When the waiter served the meal he placed common third-pint tank tumblers on the table. Formerly the restaurant used goblets at ninety cents a dozen.

Where will it end? There can be no answer until the war is brought to a finish. Therefore, let us bend every energy to finishing it.

PERSONAL.

THE explosion at the Morgan, N. J., munition plant last Friday necessitated a strenuous week-end for D. King Irwin, New York manager for the Cambridge Glass Co. He is a sergeant in the Milburn, N. J., State Militia Reserve, which was ordered out for duty at four o'clock Saturday and discharged at nine o'clock Sunday night after doing highly commendable work in caring for the refugees from the towns adjacent to the explosion. Members who had cars, including Mr. Irwin, took as many as could be carried, and others were transported to Milburn by trains, where members of the Red Cross had provided food and comfortable quarters for the unfortunates.

P. S. Fitzgerald, housefurnishings buyer for Albert Pick & Co., Chicago, left for home on Tuesday after spending ten days here making purchases.

After being away from business for over two weeks, suffering with a bad case of grip, H. Benedikt returned to his desk on Tuesday, though not yet feeling quite his normal self.

Louis Reizenstein, of Pittsburgh, is due at the Claridge Hotel on Friday, and promises to bring some new things in decorated glass. He has more ideas about form and color than any other man in the trade.

Homer J. Taylor, of Knowles, Taylor & Knowles Co., left for East Liverpool on Saturday after spending several days in New York, principally on pleasure. He stopped off here en route to his home after a trip to Florida, where he went to get things in readiness at his winter residence in that State.

Ralph Houchins, formerly assistant housefurnishings buyer for Carson, Pirie, Scott & Co., Chicago, is now at Camp Mills awaiting orders to sail for France.

Mr. Houchins enlisted five weeks ago and went to an officers' training camp. While there volunteers were called for to fill up the 116th Field Artillery, and he was one of the first to offer, although it meant the sacrifice of his ambition to go in the service as an officer.

Joseph Levy, of the Lewis & Neblett Co., Cincinnati, made a hurried buying trip to New York from Friday until Monday. While here he stayed with his niece, Fannie Hurst, the well-known writer.

George H. Service, traveler for Kennard L. Wedgwood, American representative for Josiah Wedgwood & Sons, Ltd., left last Saturday for an extended tour of the Middle West and West, opening in Philadelphia as his first stop. After reaching Chicago, if conditions are encouraging he will continue on to the Coast.

W. J. Chenoweth, Southern traveler for the Jones, McDuffee & Stratton Co., Boston, has finished an extensive trip and is now homeward bound from Texas. He reports that notwithstanding the efforts being made to insure the success of the Fourth Liberty Loan, the influence of the drought, and the uncertainty as to the price the Government will fix on cotton, the trade are anticipating their wants in china and glassware, and his new patterns for immediate shipment were readily placed.

Herbert Ailes, treasurer of the H. C. Fry Glass Co., Rochester, Pa., who spent Monday and Tuesday in New York, says that Henry C. Fry, head of the concern—who celebrated his seventy-eighth birthday recently at his summer home at Point Chatauqua, N. Y., at which all of his family were present excepting one son in the service—is still the youngest man about the factory and invariably the first one at his desk in the morning.

Thos. Howard, president of the Phoenix Glass Co., was a visitor to New York the latter part of last week, conferring with E. H. Peck, manager of the local office.

Walter Church, New England representative for Edward B. Dickinson, was a visitor in New York for several days last week calling on a number of his friends here.

K. S. Kodama and J. Carl Underwood, of Takito, Ogawa & Co.'s New York office, are both confined to their homes this week with grip.

An agreeable surprise was sprung on his former associates at Geo. F. Bassett & Co.'s on Tuesday when Ernest Waeldtn dropped in for a short time. He was for many years a member of the sales staff until a twelvemonth ago, when he was taken seriously ill and confined to his bed. He has regained his health, but is not yet sufficiently strong to resume business.

E. E. Haeger, of the Haeger Potteries, Dundee, Ill., made one of his infrequent visits to New York the latter half of last week to talk matters over relative to local business with the concern's representative here, Mrs. Mary G. Schott.

A. L. Brunn, representing the Jefferson Glass Co., was in New York this week. He reports having a good business in certain parts of his trip Eastward. The novel personal introductory card, in cluster form, which he hands out is an inspiration in trade ethics.

Following the revised selective service regulations dealing with claims for deferred classification on the ground of employment in an essential industry, the District Draft Board for the City of New York appointed Percy S. Straus, of R. H. Macy & Co., as one of the industrial advisers to the board.

W. F. Halliwell, buyer for the C. T. Sherer Co., Worcester, Mass., left for Boston Tuesday night after putting in a week here placing orders, during which he said that in all his experience of twenty-five years he never had such difficulty in getting goods. Mr. Halliwell, who has been with the concern for over fourteen years, is now a stockholder in the company.

PROTEST TAX ON TRAVELING SALESMEN.

EVERY member of the Western Glass and Pottery Association is asked to protest through the proper channels at Washington against the placing of a tax of $100 annually on traveling salesmen. Letters to salesmen are now going to them. The following is a copy of a letter sent to Congressman Guy E. Campbell from the Pittsburgh district:

Pittsburgh, Pa., Oct. 1.

Hon. Guy E. Campbell, Washington, D. C.

My Dear Mr. Campbell: Regarding the revenue bill now pending, with the clause therein assessing the traveling salesman $100, being in a position to know something about the pay of these men, I am writing to enlist your support in having this feature stricken out of the bill.

I will endeavor to explain to you why I feel that it would be an injustice and a burden to this class of men. In the first place, it would be class legislation, imposing a tax on a class of men who as a rule are very poorly paid. The average salesman is paid from $900 to $1,500 a year, very few of them making over $1,500. They are mostly married men, with families to support. The mechanic and skilled laborer are making more money than the salesman, and yet there is not a word said about taxing them. They are the boys who are reaping the

harvest. A poor salesman, clerk and office man is plodding along at the same old wage, with his living expenses doubled; and to add to this it is proposed that the salesman be singled out and taxed $100 per year because he is a salesman.

I trust that you see this mater as I see it and that you can conscientiously do everything in your power to annul this feature of the bill.

I believe that all your constituents would join with me in saying that they believe the taxes, aside from the income and war profit taxes, should be imposed largely on luxuries, and not to single out any class of poorly-paid men and impose a further burden on them of $100 per year.

AROUND THE GLASS FACTORIES.

Pittsburgh and Vicinity

A special meeting of glass manufacturers was held August 3 to give further consideration to the request of the Government that lines be cut down. Committees appointed recently to go over this list made partial reports, and within a short time an official list will be ready to be announced. The session here was held in the rooms of the Glass Association in the Conestoga Building. That a long list of specialties will be eliminated from the general sample line is generally admitted. Numerous items will be standardized, and this will cause a lot of individual molds to be cast aside. The reduction of the glass lines will be on a par with the action already taken by the pottery manufacturers. No date has been announced for another meeting of the manufacturers, but sessions will be called as soon as committees progress further with their work.

No banquet will be given by the Western Glass and Pottery Association next January. This was the decision of the Board of Directors which met here last Friday evening. Assessment No. 26 was ordered mailed under date of November 1. The Association now has nine members in the service, many of whom are now overseas.

President Arthur J. Bennett, of the Cambridge (O.) Glass Co., spent several days in the city late last week, going over some special work in the Glass Association headquarters.

Cut glass salesmen who have been visiting this district of late say that practically no business is to be had for their lines. One told of booking less than $300 worth of business on heavy cut glass in six days. Department store buyers are very cautious in ordering heavy cut glass just now, although a slight demand prevails for the popular-priced light cut lines.

Roy B. Hoover, formerly of the local city sales offices of Kinney & Levan, and who has been top sergeant of Co. I, 326th Inf., now in France, is in line for further promotion, having been sent to an officers' training camp. The Kinney & Levan organization has twenty-seven men in the service, nine of whom are officers, ranging from captain down.

Under the system recently inaugurated by the Railroad Administration, whereby committees composed of representatives both of the railroads and the shippers will give joint consideration to all questions connected with freight rates in their designated territories, a new era in the adjustment of these debatable and often bitterly-disputed matters has been ushered in. Hereafter shippers will have a voice in the establishing of freight rates. The move is of the highest importance to glass manufacturers and buyers. The former also now have a voice in the adjustment of freight rates on raw materials—a matter in which they have had little to say in the past.

The November draft is expected to take additional workers from the glass industry. In this district, some manufacturers have started to ask for exemptions for their "key" position men.

There was a quick ending to orders for bar glassware in this State last Friday, when, because of an edict of the State Board of Health, all saloons were ordered closed. Local jobbers who were about to deliver consignments of bar glassware were telephoned to hold up shipment. No one can tell when permission to reopen the saloons will be given. The order to close was sudden, no intimation being given before hand.

GLASS ETCHING INK.

A PREPARATION has recently been perfected for permanently etching names and designs on glass, either flat, round or irregular surfaces. It is similar to paint in its consistency and is transferred by a flat camel's hair brush to a lead inking pad, a rubber stamp being used to stamp the name or design on the article to be etched. The rubber stamp is attached to the "form adapter," which is a flexible composition that by a slight pressure assumes the contour of the article to be treated and leaves the impression of the stamp on the surface of the glass, requiring only five seconds for the operation. When desirable it can be applied with the use of an ordinary writing pen. The glass must be thoroughly washed and dried before the stamp is applied, and may be washed afterward, if desired, to remove the surplus ink which has dried on it. This latter washing cannot remove the etching, as it is permanent. While this ink eats into the glass it will not injure the skin or clothes should it come in contact with them. It is adaptable to the placing of trade-marks on glass articles, does away with the use of paper stickers, and comes in handy for many other purposes. The Union Electric Co., Pittsburgh, are the exclusive distributers.

SEEKING FOREIGN MARKETS.

By HAROLD MOORCRAFT,
Pottery Expert of the Allied Industries Corporation.

IT would be surprising if the vast programme outlined by the Allied Industries Corporation for the development of foreign trade for American manufacturers did not provide for the important industry of pottery manufacture in its varied classifications.

All those closely associated with the pottery industry know that it is undergoing great changes, these tending towards more efficient and increased production. The use of pottery in all its branches has, in the last decade, increased enormously. It is impossible to base the probable export trade upon the business done in the past. More up-to-date and larger pottery plants have been built, and no difficulty has been experienced in operating them to capacity in normal times. It has to be granted to the American manufacturer that necessity in his case has proved the mother of preparedness, and this in the future is going to stand him in good stead.

Owing to the low-priced labor prevailing prior to the world conflict in the English and other European potteries, as compared with the wages paid by American manufacturer, the latter, in order to compete even in the ordinary lines, has been compelled to depend upon the utilization of more economic producing machinery than was the case with his foreign competitors. He built plants capable of more efficient production, as a result of which the importation of certain grades of pottery has considerably decreased, as the foreign product has been displaced by the domestic.

With the increased output, improved product and more favorable conditions existing to make it possible to meet foreign competition—even without considering the desirability of manufacturers increasing their exports in proportion to the country's debt and monetary circulation—it would seem that the present is the opportune moment to set into action all the essentials necessary for development in this direction. It is our duty to investigate the hidden resources of undeveloped countries as well as to find new markets for our manufactured products.

That such an organization as the Allied Industries Corporation should have taken the matter up augurs well for its success. To obtain the most satisfactory results the enterprise calls for combined representation on the part of manufacturers in foreign markets under one authoritative organization. This permits of maximum results at a minimum of cost. Such an arrangement at the outset is beyond immediate expectations; but it is believed that the strenuous efforts to be made for the securing of foreign business by other countries will in the near future make any proposal short of this inadequate.

It is the aim of the Allied Industries Corporation to employ as representatives only those who have specialized in the production and sale of the articles they have to sell. It is only by combination of interests and doing the business on a large scale that such is possible. Even with European countries which have in the past had a preponderance of foreign business, their weak point has been that more frequently than not the salesman had not familarized himself with the manufactured product he was offering. A competent manufacturer's representative should be capable not only of selling to those already handling the lines he has to sell, but he should be able to educate new dealers to handle his product.

Another very essential feature in "keeping up to the minute" in foreign business is that of knowing what your competitors are doing in the markets in which you are interested.

Such data as is available at the various chambers of commerce, the obtaining of the opinions and the requirements of purchasers, are matters to which sufficient importance are rarely given.

Coincident with an energetic campaign of representation the importance of the American mercantile marine of the future should not be overlooked. America's geographical position shows it as a natural connecting link between Eastern Asia, South America and Europe. No doubt the amendment of our maritime laws will be such as to create a permanent American mercantile marine to compete with foreign shipments on the high seas, and to handle the import and export trade of Asia, Australia, South America and Europe by way of American ports.

The method of handling accounts from a credit

standpoint is a matter which has been carefully thought out by the Allied Industries Corporation. The credits prevailing in certain markets on various commodities are quite contrary to the common practice of the domestic trade. It is no uncommon custom for German and English manufacturers to give an Argentine purchaser, for instance, from 90 to 180 days credit from date of shipment.

To safeguard the manufacturer on this point, and to enable him to avoid the pitfalls of possibly losing business owing to lack of familiarity with prevailing usage, the Allied Industries Corporation has perfected plans by which it is in a position because of its strong financial resources to give such credit as is necessary to compete and obtain business, paying the manufacturer cash against ocean bill of lading, and carrying the accounts at a fractional discount.

AT CHICAGO.

BUSINESS has been good during the past week, all branches being stimulated by the possibility that the end of the war is in sight. Everybody in the trade here with whom the writer has talked believes that the coming of peace will be followed by greater business activity, and that a number of lines never before handled by permanent local representatives will be added to Chicago's list.

* *

Earl W. Newton has returned to the city after visiting the trade in the Northwest.

* *

E. H. Hallgren, buyer of china for Albert Pick & Co., has returned from his Eastern trip.

Tom Butcher, representing the Central Glass Works, Wheeling, W. Va., paid a visit to the city last week.

* *

J. Himmelstern, of Himmelstern Bros., San Francisco, passed through the city last week en route to the Eastern markets.

*

George T. Ducker, of the George T. Ducker Co., Joliet, Ill., was in the city buying goods during the week.

* *

Charles Rosenberg, founder of the Rosenberg Department Store, Evanston, Ill., who died last week, got his start from small beginnings, having begun as a peddler. About three years ago his store burned, with a heavy loss; but he rebuilt, and at the time of his death had the finest store of the kind in Evanston, with a crockery, glassware and housefurnishings department thoroughly in keeping.

Sears, Roebuck & Co. have subscribed $800,550 to the Fourth Liberty Loan, and Albert Pick & Co. $100,000, the latter being the heaviest subscription yet recorded in the crockery and glass trade. All firms and individuals have bought liberally, however.

Walter Jones, of the Pittsburgh office of the United States Glass Co , was here for several days last week.

E. B. Tibbetts, buyer for T. S. Martin Co., Sioux City, Ia., was a visitor during the week.

* *

S. O. Paull, of the Eagle Glass and Mfg. Co., visited the city recently.

* *

Alex Fraser, of the H. C. Fry Glass Co., was here for a couple of days.

GERMAN CHINA REAPPRAISEMENTS.

THE German chinaware cases have been decided by the Board of General Appraisers in favor of the Government. This is the second important chinaware issue to be passed upon within a week. The Limoges cases were decided, as noted in our last issue, in favor of the importers.

The Government claimed that the German chinaware was invoiced at prices lower than the same goods were sold for in the home markets. The importers, Geo. Borgfeldt & Co., contended that the goods were correctly invoiced. The appeal board finds that the chinaware was undervalued, or, in other words, that the export prices were lower than the prices asked by the manufacturers for the same merchandise in Germany.

MORIMURA'S BLOCK RALLY.

A LIBERTY Loan Block Rally was held on Wednesday afternoon on Twenty-third street between Fifth and Sixth avenues under the auspices of Morimura Bros. in honor of Japan Day. A speakers' stand was erected on the sidewalk in front of the store, and the building was profusely decorated with American and Japanese flags. A band of sixty pieces from Camp Merritt was in attendance and discoursed between addresses made by the Rev. Ohori, L W. Greeman and Capt. Simmonds. Also twenty-five Marines from the Naval Hospital, wounded at Chateau Thierry. These were later entertained at dinner by the firm at Cavanaugh's.

The committee in charge were C. W. Cowles, Aug. Bendig, Wm. Everman, Chas. Kaiser, Louis Greenwald, Y. Murai, H. K. Tetsuka, E. Jinushi, H. K. Satow.

Pointers for Buyers.

Where Live Merchandise May Be Obtained. Tips to Dealers Looking for Ready Sellers.

THERE is no line of popular-priced dinnerware on the market that gives better satisfaction from every standpoint than that of the East Liverpool Potteries Co. It is shown in New York by Edward A. Unger, 139 Fifth avenue, and comprises the sort of patterns that invariably "go big" with the retailer. Aside from the decorated ware, there is a complete showing of white staples.

The Kinney & Levan Co., Cleveland, have just sent to Cox & Lafferty, 1140 Broadway, one of the most interesting lines of mounted "Pyrex" casseroles to be found on the market. All sizes and styles are represented in the showing. The frames in silver and nickel-plate are particularly handsome and substantially made, and there are elaborate designs as well as plain effects. One especially attractive is mounted in chafing-dish style. Another in a dull-silver lace-like design is very beautiful.

Robt. Slimmon & Co. are in receipt of an unusually attractive underglaze print on tableware from Wilkinson's, Ltd —a narrow peacock-blue border, with maple leaves in white. It is on the ' Regent" shape. Also two new decal patterns from Weatherby & Sons—an ivory border, half an inch wide, with flowers in colors; and a cobalt blue border with dainty rosebuds—both on the "Eureka" shape.

In the varied list of clever specialties to be seen at the salesroom of Paul A. Straub & Co., 105 Fifth avenue, is a line of engraved and decorated glassware that will meet the approval of the most discriminating. A parallel arrangement of engraved lines over which is applied a continuous festoon of flowers depending from a matt coin gold edge forms the design. It is shown in many unusual items for utilitarian purposes.

One of the good things in the extensive exhibit at the salesroom of the Horace C. Gray Co., Fifth Avenue Building, is a special assortment of cut glass articles in discontinued patterns, assembled from various manufacturers, priced to retail for a dollar. Every item is of excellent value. Among them, for instance, is a water set in a cut and engraved grape design, consisting of a jug and six tumblers.

"Lusco" ware, a very fine-lustre china, one of the specialties imported from Japan by Takito, Ogawa & Co., 101 Fifth avenue, invariably proves an attraction to visitors. Besides being an unusual offering made in a wide variety of the most salable pieces, it may be had for ready delivery from the large stok carried by the concern. Among the colors are burnt orange, tan, amber, blue, green, etc. The lustre is beautifully applied, and may be had plain as well as in mottled and wavy effects.

The Bonita Art Co. are continually adding something new to their line of unusual things in decorated glassware. The latest to arrive at the salesroom of Cox & Lafferty, 1140 Broadway, is a line of plain ruby ware which includes a covered salad bowl, cold-meat tray, grape-fruit dish, berry dish and plate, cheese plate, and other items. The octagonal shape is ornamental in itself, and the ruby tint could not be improved upon.

The "Dunmore" is one of the very newest cut glass achievements of the Pairpoint Corporation on display at 43 West Twenty-third street. It is unusual in treatment, being a clever arrangement of mitre lines alternating with small finger flutes, with a quaint floral medallion placed at intervals. The addition of a strawberry-diamond border completes one of the most attractive designs seen in a long time.

A. J. Fondeville & Co. are arranging lines of table glassware from Verreries de Portieux, and as soon as word comes from the factory to go ahead and sell—which may be very soon—they will be open for inspection.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Strobel & Wilken Co			$8,991.43
Geo. Borgfeldt & Co.	1822	3873	8,640.37
L. Straus & Sons	908	2689	4,558.47
Morimura Bros	350	8172	3,508.43
Edward Boote	361	1524	1,890.21
Herman C. Kupper	319	732	1,778.00
Higgins & Seiter, Inc.	260	1600	1,700.00
Leo Schlesinger Co			1,513.50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,107 49
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
J. H. Venon, Inc	189	356	894 05
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
U. S. Glass Co	102	1337	800.00
Lowenfels & Co			665.19
H. G. McFaddin & Co	150	100	647.50
O'Gorman Pub. Co	124	250	601.35
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Empire China Works	71	851	508.11
M. Herbert Co	9	1641	450.10
Baker & Bennett	100	26	424.50
Fensterer & Ruhe	73	473	422.77
A. J. Fondeville & Co	68	485	405 67
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
J. Wedgwood & Sons	69	411	391.95
Benjamin Griffen	37	887	377.05
Bryce Bros	73	286	376 67
H. Brand	74	241	369.46
Theo. Haviland	71	272	364.07
James M. Shaw & Co	54	436	332.94
Wm Dougherty	65	180	316.70
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239.50
Edward B. Dickinson	27	485	226.46
Wm. H. Plummer & Co	39	224	219.25
Fostoria Glass Co	43	137	212.56
C. H. & E. S. Goldberg	37	168	196.83
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co		752	188 00
John Simmons & Co	27	288	184.05
Vogt & Dose	19	414	183.49
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
Jas. S. Barron Co	34	86	162.60
C. Dorflinger & Sons	24	218	154.44
G. W. Wineberg	37		154.29
Paul A. Straub & Co	20	222	139.30
Calumet Mfg. Co	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co			126.50
Edw. D. Soule		431	$ 107.75
Henry Birn & Sons	20	90	106.90
Gudeman & Co	7	289	101.39
Rich & Fisher	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52 35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Frank & Danziger, Inc.	9	10	39 85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Ko Kozai		58	14.50
B. Illfelder & Co	1	37	13.40
Tashjian Bros		45	11.25

GLASS WORKERS' WAGES ABROAD.

"AMERICAN manufacturers and American workmen have suffered severely on account of foreign competition on thin-blown tumblers and stemware, such as cordial glasses, wine glasses and goblets, champagne goblets, etc.," said Thomas W. Rowe, statistician of the Owens Bottle Machine Co., in his testimony before the United States Tariff Commission. "I found in Germany and also in Belguim that they put some very, very young boys to work in making that class of goods, because the work is light and clean, and they paid them a very, very low rate of wages. I suppose the rate of wages paid on stemware in Europe would be about one-fourth of the rate of wages paid in this country. They had an enormous trade in this country in that line of goods.

"Another advantage that they have in Austria and Germany is in engraving goblets and wine glasses. They have what they call home work, the same as they do in making glass beads and that class of goods. After the men are through blowing glass in the daytime in the factory they get from the emplover a lot of goblets and take them home. They have little foot-power engraving machines at home and they engrave goblets, stemware, and do other classes of work at home at night. They also teach their little girls and boys to do that work. In this country the engraver or glass cutter is considered a highly skilled mechanic and is paid a very high rate.

"It was largely on this class of goods, together with the chemical line of ware and shades, that we urged the Government to give the American workmen and the American manufacturer a higher degree of protection. We protested against a reduction in tariff from sixty per cent to forty-five per cent, and we appealed for the abolishment of the free list on chemical ware used in hospitals, laboratories and in educational institutions for experimental purposes. We did not succeed very well in our efforts. Mr. Underwood, chairman of the Ways and Means Committee, told us that we should be perfectly satisfied that we were not hurt at all. We felt that we were hurt quite severely and that there ought to be a higher degree of protection given to the American industries and the American workmen on those lines of goods.

"Take the case of the gathering boys—the boys that gather the glass on a hollow rod from the pot in the furnace and marver the glass on an iron plate to shape it and then the article is blown in a mold and placed in the lehr. Hundreds of boys in this country do that class of work at $3.50 and $4 a day. I saw little boys, about ten or twelve years old, doing that work in Germany for fifty cents a day, and they thought they were getting high pay when they got two marks a day for that class of work.

"Take what we call the gaffer—the man who finishes the article here—or the blower, and at that time he was getting $5.10 a day in our country. They now get $6.66 a day; you seldom found any getting eight marks, or $2, a day in Continental Europe. They have tremendous advantages in the low wages and in their different method of living. For instance, when a man was a blower the son of some other man would come and gather for him, and in many cases that boy would live at the blower's home and be raised under the care of the blower. He would be taught by what they call 'the master;' that is, the blower would be expected to teach that boy the art of blowing glass. The blower would board the boy at a nominal rate.

"At some of the factories to which I have referred in Austria they have dormitories for the young boys that work for them. They leave their homes and sleep at the factories. They are fed by the manufacturers, and get permission, after work, to visit their parents. Of course that enables the employers to engage the boys at a low rate of wages and gives them a very material advantage over the employers in this country, who try to maintain the American standard of living. In that way they have an advantage in cost of production which enables them to send their ware to this country at prices which are practically below the cost of production here.

"The American manufacturers and workers have reviewed that problem a number of times in the hope of making changes that would enable them to meet that competition. They have done everything possible to meet it, and they, of course, look to the Government to protect them against the standard of living abroad and also to help them maintain the prevailing standard of living here at least, and also with the hope that it might get a little better."

OBITUARY.

FRANK GRATTON, one of the most widely-known operative potters in the country, and twice candidate for president of the Brotherhood of Operative Potters, died at his home in East Liverpool Oct. 6 after a very brief illness, aged fifty-two. At different times he has represented as a committeeman the Brotherhood in the adjustment of wage differences.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Statement for October 1, 1918, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, }
County of New York. } ss

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publishers, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City.

2. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City.

3. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

GEO. WHITTEMORE.

Sworn to and subscribed before me this
26th day of September, 1918.
FRED M. HARRIS, Notary Public,
New York County.
(My commission expires March 30, 1920.)

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

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CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 17, 1918.

CONDITION OF TRADE.

New York The number of out-of-town visitors at the salesrooms during the past week showed a decided falling off, and business consequently depended largely upon mail orders and local buyers. The Liberty Loan campaign and the influenza epidemic continue to exert their influence on business, and the wholesalers do not expect the volume that would ordinarily obtain were there no restraint on retail sales. Quite naturally, buyers do not feel in the mood of anticipating their wants at such a time, though the lull may be accounted for by conditions that will be of only short duration.

Most of the traveling salesmen for the importing houses are well along in their various territories and are booking a fair volume of orders, considering that the same deterring conditions are to be found in all sections of the country.

Business with the various pottery representatives in this city shows a fairly healthy demand. Hotel ware is particularly active.

A constantly-increasing call for staples in glassware is noted by nearly all the local manufacturers' agents.

Buyers are placing orders for cut glass very cautiously, especially deep cuttings, and business in this branch cannot be classed as particularly healthy, although there are a few exceptions where factories report a fair demand for the better grades. Light cuttings of the comparatively inexpensive kind are taken in greater volume than any other items.

Taken as a whole, the lamp trade has been rather discouraging. If buyers are holding off expecting to get their orders filled at the last minute they will be disappointed, for lack of labor and high cost of materials have kept the factories from making up surplus stocks of any considerable size.

Taking the temporary restraint to retail business into consideration, buying, although quite conservative, is better sustaiued in nearly all sections of the country than might really be expected. This is partly due to the efforts put forth to promote early holiday shopping, which have evidently not been without some stimulating influence on retail distribution.

Pittsburgh and Vicinity Tumblers are in their usual demand, and staples generally are in good request. Tableware is moving in a small way, as is also lighting glass. There is very little trade in specialties these days.

East Liverpool and Vicinity For some lines of pottery there is a slight decline in orders, but in staples the usual activity continues. The demand for hotel ware is very brisk, and all such ware is generally sold before it comes

through the kilns. General stocks in warehouses are low, although where female help is being employed in clay departments an improvement in production is reported.

TO THWART GERMANY'S GAME.

FOR the purpose of discussing with British and French manufacturers and merchants the feasibility of enacting in all the Allied and neutral countries what is to be called a "country of origin law," Beaumont Alexander, vice-president of the Allied Industries Corporation, started recently on a tour of Europe. In the course of an interview with a Journal of Commerce representative before sailing Mr. Alexander pointed out the necessity of curbing Germany's after-the-war policy. He said that it was an excellent thing for Germany to have stamped all of her home products in the past that were destined for foreign consumption with the words "Made in Germany," as it aided that country in building up a world trade—now lost.

"It is now clear that Germany, facing a new situation," said Mr. Alexander, "intends to abandon this practice and undertake to camouflage her manufacturing so that in the place of the phrase 'Made in Germany' we may expect to find a greater currency given to the phrase 'Made in Switzerland' or 'Made in Denmark' for goods that are actually made in Germany, though perhaps assembled in these countries or actually made there with German capital. Since, however, Germany has another policy—'necessity knows no law'—it is a part of the manifest duty of the Allied nations, as well as those of the neutrals who actually frown upon Germany's methods, to make it very certain that in the trade struggle that will follow the termination of the war Germany shall not be permitted to hide behind the skirts of any of the smaller nations whose rights she has denied.

"This can only be accomplished by the adoption of what will become an international law, to the effect that all goods imported shall be stamped with the name of the country of origin. Simply as a method of holding Germany to her responsibilities and compelling her to reap some of the harvest she has shown, the proposition would stand upon solid ground. Japan has already followed Germany's example, and intends to standardize Japanese merchandise by general use of the phrase 'Made in Japan.' Were this policy to be followed by the United States, Great Britain, France and the others the custom thus set up would become the determining factor in the development of future foreign trade, of fair dealing, and would put the entire trading world on an equal basis.

"Suppose an American, French, German or British manufacturer wanted to manufacture merchandise in Sweden, the goods, under the country of origin law, would be marked as follows: 'Made in Sweden with U. S. A. capital.' 'Made in Sweden with French capital.' 'Made in Sweden with German capital.' 'Made in Sweden with British capital.'

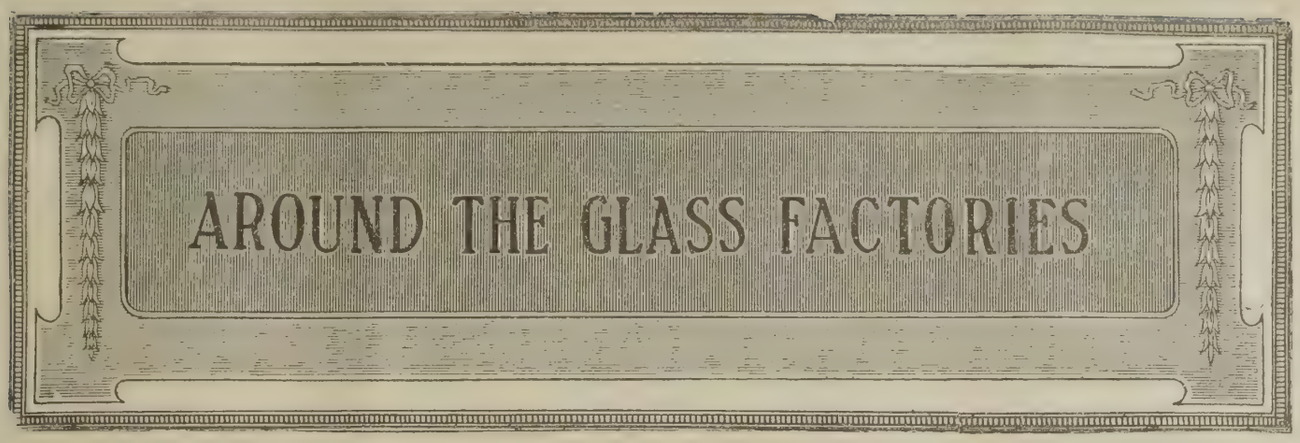
This information is obtained, first of all, by forming an international trade association or an international commercial trade union which would be under the international government control, in which the financial backing of all manufacturers, importers, jobbers, merchants, etc., would be tabulated, and before merchandise could be imported or exported a declaration would have to be signed as to their financial backing. In order to show how completely this would work out, let us suppose that a German company was formed in Holland to manufacture cocoa, and twenty-five per cent of its capital was owned by Germany and seventy-five per cent by Holland, the merchandise would be marked, according to the country of origin law, 'Made in Holland with seventy-five per cent of Dutch capital and twenty-five per cent German capital.' This, under the law, would give us a true statement of the operating and the financial backing of any industry.'

"Should a company be formed to manufacture in the United States, and the capital be American, and a British subject by birth was interested in it financially fifty per cent and had become naturalized after the entry of America into the war, the merchandise would be stamped as follows, or a declaration to this effect would be made to the international trade association or international trade union: 'Made in U. S. A. with U. S. A. capital, fifty per cent owned by British subject, naturalized 1917.'' This would apply to all countries of the Allies, neutral countries and the Central Powers, but that all neutral subjects interested financially must be stated on merchandise, or packages, or a declaration be made to that effect. This would prevent naturalization for the purpose of evading commercial law by putting into effect an international country of origin law.

"The declaration would be made at the various custom houses and international trading associations throughout the world and would give tabulated information as to raw materials owned by, port of destination, imported from, or exported to, for the use in the manufacture of any given class of merchandise, etc. The same declaration would be stated in any resale invoice, and would do away with monopolies of raw materials and prevent the cornering of materials.

"The arguments against a country of origin law will be that a cheap and inferior merchandise will be detrimental to already standardized merchandise. This can be overcome if the various trade associations get together and set a standard for cheap, medium and high class merchandise, or it could be arranged to standardize merchandise into classes."

IT takes two to make a quarrel, and your most disagreeable customer cannot start anything without your help.



Pittsburgh and Vicinity

At this season of the year it has hitherto been the rule of all glass manufacturers to have their next year's lines fairly well worked out. Conditions this season have absolutely precluded such operations. Not a new mold is being made for the 1919 trade. This is in strict accordance with the desire of the Glass Industries Board. Where new lines had been thought of, the ideas have been temporarily abandoned, and any preliminary work will lie over until the close of the war. The several committees representing the different branches of the glass industry recently appointed to work out the desires of the War Industries Board at Washington are well along with their work, and in due time the result will be given to all manufacturers.

Increased demurrage and track storage charges will be in effect November 1. Free time for the unloading of cars is limited to forty-eight hours. The next four days are to be charged at the rate of $3 per day demurrage and $10 per day track storage. The next three days the charge will be $6 per day, with an additional track storage charge of $10 per day. All following days are to be charged at the rate of $10 per day demurrage, plus $10 per day track storage.

Judging from the character of the orders glass manufacturers are receiving from department store buyers, very few of them are laying in stocks for the future. Staples are largely specified, and seem to be for immediate use.

There has been a decided decrease in the number of cut glass frames in operation in this district. Some of the shops have decreased their production one-half, and in a few instances have closed down entirely. A small amount of light cut blown ware is being turned out. The demand for heavy cut patterns is practically nil.

Announcement that advances had been made in the prices of some lines of blown ware occasioned no surprise among buyers. The action was discounted when manufacturers and workers in joint conference here recently agreed upon an increased scale of wages. The selling advances have varied from seven to ten per cent, according to the character of ware.

In every part of the glass industry the shortage of labor is noticeable, and that conditions will not improve until the close of the war is the belief of all manufacturers.

No more do glass manufacturers worry about potash. Sufficient stocks of the domestic product are now available.

At the regular meeting of the Board of Directors of the United States Glass Co., held a few days ago, the regular quarterly dividend of one dollar per share was ordered paid October 25.

Harry A. Ross, manager of sales for the Pittsburgh Lamp, Brass and Glass Co., who was injured recently by being thrown from a street car, is able to be at his desk again.

The Board of Directors of the Western Glass and Pottery Association announces that while on war duty overseas the assessments of Thomas W. Morris, former secretary, will be paid from the War Service Fund of the organization.

In the Liberty Loan drive here this week the following doubled their original subscriptions: United States Glass Co., Macbeth-Evans Glass Co., Woods-Lloyd Co. and Kaufmann Department Stores Co.

Walter Jones has returned from a Western trip in the interest of the United States Glass Co.

According to information received within the last few days, a number of buyers who have hitherto visited

this market in January will not favor the city with their presence the coming year. One buyer wrote: "We would not see anything new; so will do business with salesman when he comes our way, or else order staple requirements by mail."

ROHRBECK BURNED OUT.

THE building at 157-161 West Twenty-ninth street, containing the factory of John E. Rohrbeck, manufacturer of mirror plateaux, was completely burned out Tuesday of last week. Mr. Rohrbeck's plant, together with the Silversmiths Mirror Co., of which he was also the proprieter, occupied several floors of the building. Practically his entire stock was destroyed.

Owing to the difficulty of procuring materials and replacing the equipment of the factory at this time, Mr. Rohrbeck has not yet decided whether he will attempt to re-establish the business until conditions improve.

AT CHICAGO.

AMONG the plans being made for after-the-war business is one looking to greater importation of Japanese china then heretofore. The Japanese have made wonderful strides during the past few years. They are now turning out dinnerware entirely free from the imperfections which formerly characterized Japanese pottery.

* *

Norman Walker, representative of Meakin & Ridgway, was in the city showing his samples last week.

Factory representatives in the bar goods line are taking on other accounts as fast as they can secure them. The saloons are planning to get out of business, and are buying only such glassware as they need from day to day.

The soda water glassware season was the poorest in several years. One of the chief troubles has been the high price of glassware, both crystal and opal, and the competition of paper containers.

F. B. Tinker was ill at his home for a couple days last week with a cold, but has now recovered and is once more at his place of business.

Joseph Hurd, who travels for the Wm. S. Pitcairn Corporation, was calling on the trade here this week. He reports business good everywhere, with excellent after-the-war prospects.

* *

The manufacturers of parchment lamp shades are in a bad way as a result of inability to get wires and fastenings. One manufacturer here is held up completely on this account.

* *

J. E. Boring, Chicago representative of the Crooksville (O.) China Co., has been called to Crooksville on account of the death of his wife's father.

GERMANY'S LOST TOY TRADE.

HOW extensively Teutonic toys were the world's playthings may be judged from the German trade reports of 1912, when twenty million dollars' worth of toys were exported, of which the United States bought seven millions and the British an equal amount. With the outbreak of the war these exports, with the exception of an infinitesimal amount, ceased entirely.

A toy shortage resulted in the United Kingdom on its first war Christmas. During the Christmas season of 1915 the dearth of toys was even more acutely felt. Had it not been for the arrival of mechanical tin toys, dolls, games and furniture sets from Japan those would have been toyless days in Britain.

To remedy the situation there were developed semi-philanthropic enterprises for the manufacture of toys. Artists and designers came to their assistance. But the technical skill which the Germans possessed by specialized training was lacking. Moreover, the organizations did not have commercial insight and a fundamental knowledge of the trade's requirements. As a result they have gradually gone out of business.

Dolls' eyes were one of the little things that barred the way to success. When the stocks of German eyes had been exhausted the British makers found difficulty in producing eyes successfully. But now they have discovered that secret, along with the other tricks of the trade. The display of British-made dolls at the 1918 exhibition of the Board of trade left little to be desired in the new industry. From the knockabout rag variety to the high-priced porcelain maiden that moves her eyes and says "Mamma," the childish treasures were complete. No little girl need call her dollie "Gretchen" now. Nor is it necessary for any youngster to have a "Teddy bear" made by a Boche. They are being produced both here and in England.

Curiously enough, the trade in metal soldiers was wrested from Germany by Britain long before the war through the adaptability and skill of her leading manufacturers. The heavy wood-toy trade was also lost by the Germans. Some difficulties remain to be overcome in the manufacture of clockwork trains and runabout metal toys, which were popularized by the Sonnenberg and Nuremburg houses. Such adaptability has been shown in producing them by Birmingham and Liverpool firms that even these may be had after the war without a German badge.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The bulk of orders for ware for Government purposes is now coming through large jobbing houses located in the vicinity of the various cantonments. Practically every pottery in the district is now working at least two or more jiggers on hotel ware.

The requirements of the trade this year for plates and teas exceed all previous records. It is impossible for manufacturers to make enough to supply the demand. About the first query of buyers coming into the district is: "Where can I get plates and teas?"

* *

A local manufacturer a few days ago received an order from a large jobbing interest on the face of which was written: "Ship any part of this order any time and at prices prevailing at the time any particular part of order is forwarded."

* *

A number of buyers have of late spoken of the need in this locality of a novelty pottery. The nearest plant of the kind is in the Zanesville district. One jobber said that he would be glad to place business for specially-controlled items if he could have them made in the East Liverpool district.

* *

"We had a number of new dinnerware treatments in mind, and anticipated adding several items to our line," said the manager of a large pottery here, "but have been obliged to lay aside all future plans." The same thing is true of other concerns. The elimination of all new treatments and the cutting down of lines, instead of increasing them, is the rule in all pottery plants for the duration of the war.

* *

The Smith-Phillips China Co. has now added a line of hotel ware, and samples of both plain and decorated are being shown.

* *

Information was received here this week that a new general ware pottery is about to be built at Miami, Okla. Those interested in forming the company are W. T. Croslin, of Miami, and George F. Clark, of Henrietta, Okla. Over 200 acres of land containing kaolin deposits have been taken over near Grove, Okla.

Buyers here recently were Julius Himmelstern, of Himmelstern Bros., San Francisco, and Harry Lowengart, for M. Seller & Co., Portland, Ore. Completing his work here, Mr. Himmelstern left for the Pittsburgh glass district.

Willliam C. Lynch, of the Taylor, Smith & Taylor Pottery Co., has done such good work in his home town of Chester, W. Va., that he has been petitioned to extend his efforts throughout Hancock County in Red Cross, Liberty Loan, and other work. In the present loan campaign Chester exceeded its quota thirty hours before the drive opened.

Harry P. Knoblock, general manager of the Potters' Co-Operative Co., is erecting a new home in Chester, W. Va., overlooking the Ohio River. It will be ready for occupancy within a few weeks.

The possibility exists that a pottery may be built in the vicinity of Portland, Ore., ere long. An extensive deposit of clay has been found near there, and samples have been sent here for testing purposes. Former East Liverpool men, now in the Northwest, are concerned in the venture.

* *

Herman Supples, former bookkeeper for the E. M. Knowles China Co., is now in France. His stay in Camp Sherman was very brief.

D. E. McNicol, head of the pottery company of that name, has been spending a few days at Atlanta Ga.

A new service flag containing sixty-eight stars has been placed in the office of the Knowles, Taylor &

Knowles Pottery Co. This concern with its capacity of thirty-one kilns has thus given over two men per kiln to the service. A similar ratio prevails in almost every othes pottery in the district.

Improvements are being made at the former plant of the Clay Casting Co., at New Cumberland, W. Va., and the plant will shortly be placed in operation under another name, manufacturing a line of hotel ware. C. E. Gray, formerly identified with local pottery interests, will be in charge of the office.

E. D. Moore, for many years credit manager for the Knowles, Taylor & Knowles Pottery Co., and more recently occupying the same position with the Jefferson Glass Co., Follansbee, W. Va., has been elected assistant cashier of the Citizen's National Bank of this city.

Erwin, Tenn. The employees of the Southern Potteries, Inc., went "over the top" again on the Fourth Liberty Loan, as they did on the Third—$12,500. This plant was one of the first to establish the record of being a 100 per cent factory. Every employee purchased Liberty Bonds.

MORE INDUSTRIES CUT.

ADDITIONAL curtailments in the manufacture of articles not essential to the prosecution of the war are announced by the War Industries Board. Among them are oil stoves and electric heating appliances, the output of which is to be curtailed fifty per cent during the six months period from October 1.

DISCUSSION INVITED.

NEW HAVEN, CONN., October 14.

Editor CROCKERY AND GLASS JOURNAL:

DEAR SIR: At this time, when the question of essential and non-essential articles is uppermost in every line, I think it would be interesting to have the JOURNAL print a letter in its next issue asking buyers to answer the question: Are individual butters absolutely essential or are they just simply put into sets to make more pieces at a low cost—in that way fooling the purchaser into getting what she does not need and can get along without?

Eliminating the cost factor, the same would apply to soup casseroles and nappies, which in the first instance are useless, and in the latter overlaps the function of the baker.

It does seem that if you could get the buyers about the country interested in writing their views on questions like these, and asking others, a patriotic purpose would result, and much waste be eliminated.

For instance, it is practically impossible to get white cups and saucers at present, while we can get plenty of decorated. There is a reason; and if this and other questions were seriously debated in your paper, both from the manufacturers' and buyers' standpoints, you would start something very interesting to us all.

Respectfully yours,

F. L. PLANT.

[An excellent suggestion, and we invite the freeest discussion.—ED.]

GREATER EFFORT NEEDED.

NOTWITHSTANDING the efforts put forth, subscriptions to the Liberty Loan by the Crockery, Glass and Allied Trades Division are far short of the $3,000,000 quota allotted. If the desired amount is to be obtained a fresh spurt must be exerted by every individual member of the committee to whom has been intrusted the work of raising the funds. It looks like a tremendous task; but it can be done. The boys on the other side are daily achieving the impossible—risking, and sometimes losing, their lives in the process. We are asked to risk nothing—simply lend our money, on excellent security, at a fair rate of interest. The following, together with those whose names have already appeared in these columns, have done so—some of them to the limit of their resources. But there are many, many others to hear from. To these we say: The time is growing short. Step up! Be men!

Butler Bros (additional)	$300,000
Steinfeld Bros and employees	75,000
L Barth & Sons	50,000
Thomas Shotton	33,500
Cordley & Hayes and Employees	30,000
McLoughlin Bros	25,000
John R Paxton	20,000
Gleason-Tiebout Glass Co and Employees	20,000
C W Kress (personal	20,000
Palm Bros Co (additional)	19,000
James M Shaw & Co	15,000
Lee Kohns	15,000
Wirebounds Corp and Employees	12,800
Anonymous	12,500
Fleischaker & Baum	11,350
Gilman Collamore & Co(additional)	10,000
John J Miller (additional)	10,000
Mogi. Momonoi & Co	10,000
Mrs Hermine Kohns	10,000
Saml Gabriel Sons & Co	9,300
Cox & Lafferty	8,000
Ullman Mfg Co	$ 7,000
Anonymous	7,500
Henry Birn & Son (additional)	7,250
Geo Borgfelt & Co and Employees (additional)	6,000
Mutual Trading Co and employees	5,600
M Kirchberger & Co	5,550
Lillibridge, Weeks & Thornton and Employes	5,100
Lazarus & Rosenfeld	5,000
Theo Haviland & Co	5,000
G M Thurnauer (additional)	5,000
George W Travers Co	5,000
A Leipzig, Inc	5,000
Higgins & Seiter	5,000
S H Kress (personal additional)	5,000
Wolf Safety Lamp Co	4,000
James B Boote	3,250
Nayoga-Seitoshi	3,000
L S Hinman (additional)	3,000
E B Dickinson, Inc	3,000
Edward Boote	3,000

William F Rowe	$ 2,500	J W French	$ 1,000
Geo E Anthony	2,500	William J Noble	1,000
Anonymous	2,450	Bert H Field (additional)	1,000
Am News Co	2,500	Anna Walbridge Peck	1,000
H Benedikt	2,100	Gen Electric Burntout Lamp Co	1,000
Max Shaffer Co	2,000	Peter A Slattery	1,000
Otto Goetz	2,000	Frank F Rodgers	1,000
J R Gibney Co	2,000	Henry Birn & Son	1,000
Gund Mfg Co	2,000	Julius Levy	1,000
Alexander Milburn Co Employees	2,000	W A Switzer	1,000
Budde & Westermann employees	1,600	Frederick Skelton	1,000
Kathorine F Dorflinger	1,500	Joseph Inwald Co	1,000
A E Hull Pottery Co	1,250	Nathan Radus and Employes	900
Employees Theo Haviland & Co	1,250	Cox & Lafferty Employees	800
Julia D Haviland	1,000	Geo J & H T Kirwin	700
Harris Beren (additional)	1,100	Wydler Bros	700
John J Hines	1,000	United Basket and Nursery Furni-Mfg Co employees	550
Morris Bergen (additional)	1,000		
Zukerman & Lieberman	1,000		
S B Demarest	1,000		

$600 SUBSCRIPTIONS.

Standard Scientific Co, Hirsch-Malgood Co, Frank & Danziger Employes, Herman C Kupper Employes.

$500 SUBSCRIPTIONS.

E S Curtis, Meyercord Co, James J Leavy, William P Graham, Victor M Benedikt, I H Rosenberg, European Doll Co, Central Doll Co, S Herbert Cut Glass Co, S Herbert, Anonymous, Hagerty Bros, F D Crace & Co, Mullany, E W Hammond (additional), William Albert, Warne S Creveling (additional) Progressive Toy Co, Belgian Doll Co, Wolf Kossovsky (additional) E T W Craig, Jas McIntosh.

$400 SUBSCRIPTIONS.

Oval Wood Disk Co, A H Altschul, Henry Birn & Son's Employees.

$350 SUBSCRIPTIONS

M Kirchberger & Co, Inc, Amer Doll Specialty.

$300 SUBSCRIPTIONS.

William F Dörflinger, Eugene H Peck, Standard Supply Co, Go Cart and Trunk Co, Harry S Clarke.

$250 SUBSCRIPTIONS.

Justin Tharaud (additional), Majestic Toy Co, Joseph Blum, Henry Schwartz, Simon Hirsch, Edmundson Warrin & Co (additional).

$200 SUBSCRIPTIONS.

James A Davison, William A Foster, Daniel Bain, Harry Friedman (additional), Estelle Hasberg, I Silverberg, Nathan Rothstein, F D Dodge, D Wolff, Charles P Holland, Arthur Thorne Co, William Kupfer, A L Wagner Co Employes, H Gluck, G A Williken, H L Grote, Basket Importing Co, W H Bettjeman, Krauss & Co and Employees, J Gerhardt Employees, Reliable Household Specialty Mfg Co, F F Schumann, Nineteen Hundred Washer Co, Preparedness Doll Co, Paul De Marco, John A Peter.

$150 SUBSCRIPTIONS.

Samuel Friedman, B Rothenberg, Standard Broom Works, Olga F Kirchberger, Ralph Hemple, S S Grossberg, Cincinnati Fly Screen Co.

$100 SUBSCRIPTIONS.

John A Lennstrenn, Fred C Reimer, E R Thieler, Grace L Webster, M L Walker, G L Deitz, E V Weiss, Helen Wittner, Ralph Cancro, L Scavamozzo, Henry Rothstein & Co, M Sebert, F W Pope, E Torlotting, George L Lobsitz, P Dunnigan, Samuel Landberg, D King Irwin, Jr, Mary Aldon Irwin, Irving Greenberg, S R Rodelsheimer, Amer Woodenware Co, B Rothenberg, Harry J Blank, F M Baker, A L Wagner, D King Irwin (additional), S Stein, Emilie Kirchberger, Julius Rosenfeld, Louis Spevack, D Traffick, J A Bloomgold, Herman Warrendorf, S Blumenthal & Co, Max Karman, Chas, Jones, I Belloch, L Bartok Co, Robbins Mfg Co, Sol Have, Seamless Toy Co, Salvatore Lanza, D L Horowitz, Morris Gribs, M Altsledter, Chas Goss, Conrad L Meyer, Wm Landsberg & Son, Sanft Bros.

$50 SUBSCRIPTIONS

Hirsch & Meyer, Mrs A Richter, J Goodman, Kenneth P Lockett, Fred C Gans, Richard M Powers, Earl C Rich, Irving Taussig, Jas Sara, Harlem Toy and Stationery Co, H Dubre, Miss J A Menzies, Miss Richardson, Wm Scheller, Jr, James Bain, George Hamilton (additional), David Fisk, Harry Marks, Hyman Gievenitz, Caroline Strauss, Hedwig Schruber, W B Nagle, John B Saltevine, Louise B Saltevine, B N Turk, M Mitchell, N Vincinzi, Mrs M Carroll, S Shaffer, Carl Pulterman, Louis Birkenholz, V J Cabroni, Iguas Ohocki, Santa Calano, George H Stanley, Isador Shaperio, Lillian Adams, Joe Belluso, G Malatino, S De Mares, Anna Greengross, Sam Farber, Agnes Waldie, S Bergman, E Grizada, Gertrude Doyle, Adele Sondevgold, Meta Von Ossen, Edna Harff, Edna Hannfelder, Mrs William Hannfelder, Lawrence Carey, Frank Parvis, A R Hartman, Catherine Flynn, Joe Borton, Geo A McIntire, Helen Carey, Ida Greenberg, L Schisgall, F Sagen, Edward Kiques, Sam Neuwirth, M Hirsch, D Bastone, Mrs Bella Wolff, James Bloomgold, Leonard Kossmann, M Galanti, A Reconova, Patrick Duffy, George Renard, Jeannette K Owen, S Chas Anderson.

Subscriptions to Wednesday noon	$ 900,650
Previously reported	1,077,250
Total	$1,977,900

YOU'LL BE AMONG THE SIGHTSEERS, OF COURSE.

WHEN the war at last is ended, every hero's duty done,
And the starry flag is floating over fields by valor won,
There'll be joy around the camp-fires and on ships that widely roam,
And there'll be a glorious welcome when the boys come home.

When afar is heard the music of the trumpet and the drum,
And the bayonets gleam and glisten as the heroes nearer come.
Then fair hands will wave a welcome—storms of cheers will glorify—
As the multitudes pay tribute to the soldiers marching by.

THEODORE H. BOICE.

And then won't you be glad you bought bonds? Because otherwise you'd feel out of it entirely.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, OCT. 17, 1918.

TO-DAY it is an honor to say: "I am an American." But the man who isn't buying bonds must find it difficult.

"RELAXATION now, hesitation now, would mean defeat when victory seems to be in sight: would mean years of war instead of peace upon our own terms. I earnestly request every patriotic American to leave to the Governments of the United States and of the Allies the momentous discussions initiated by Germany, and to remember that, for each man, his duty is to strengthen the hands of these Governments."

Thus our great President. And shall we deny his request? A thousand times, no. Victory is in sight. It is for us to grasp it—us, the people—by furnishing the sinews.

MONEY WILL BRING PEACE.

THE battle front is aflame with gunfire. Our boys are full of enthusiasm. Gloom and despondency dwell among the Huns.

The gunfire must continue until, through the unconditional surrender of their armies, the world is made safe.

The enthusiasm of our troops must be encouraged to the greatest possible extent.

The discouragement of the Germans must be increased by every possible means.

The complete success of the Fourth Liberty Loan will do all these things.

It is not enough for us at home to do merely what is convenient. We must back up our soldiers by buying all the bonds we can without depriving ourselves of the means of maintaining our working efficiency.

For the winning of the war, and thus bringing peace to a suffering world, the Fourth Liberty Loan must be put through.

PERSONAL.

ALTHOUGH E. W. Hammond never sends out any formal invitations when a parade is scheduled, he can always depend upon a capacity crowd at his showroom, from the windows of which is obtained a fine view up and down Fifth avenue. Last Saturday was no exception, and Mr. and Mrs. Hammond had the pleasure of entertaining Lee Schoenthal, buyer for Gimbel Bros., and family; Thomas F. Stackpole, buyer for Lord & Taylor; Edward Burdett and Louis Barnett, buyers for R. H. Macy & Co.; Julius Rosenfeld, of Lazarus & Rosenfeld, and family; Max Herbert, Charles Baum, M. Hirsch, and George R. Nixon and family.

Miss Florence Seebeck, assistant to Wm. J. Kennedy, New York representative of A. H. Heisey & Co., is confined to her home with grip.

H. B. Thistle, Jr., traveler for Cox & Lafferty, is spending a few days at headquarters before starting on a trip through New York State.

Word has been received here through a friend of "Dave" Magee, who resigned his position as buyer for Martin & Naylor, Gloversville, N. Y., over a year ago to devote his attention to farming at Amsterdam, N. Y., that he doesn't find farm life all that he had anticipated and that he begins to feel a yearning to get back into the china and glassware business.

Charles J. Dela Croix, of Dela Croix & Wilcken, New York agents for the H. Northwood Co., came in from the road to spend Sunday, leaving again Monday to show his line at Young's Hotel, Boston, for a week before continuing on through the New England States.

William Wagner, formerly salesman for E. W. Hammond, arrived in New York on Thursday from Camp Gordon, Atlanta, Ga., a full-fledged officer, having just received a commission as second lieutenant in the 13th Co., Infantry. He is home on a ten days' furlough.

E. L. Bates says one doesn't have to go to the front to get souvenirs of the war. He is fondly exhibiting a fragment of a six-inch shell which just missed hitting him while doing guard duty during the munition explosion at Morgan, N. J. He is a member of the Militia

Reserve, and was stationed within the danger zone all through the most serious part of the trouble.

Louis S. Hinman, manager for Theodore Haviland & Co., was confined to his home all last week with an attack of the grip.

L. F. Reiner and S. Yamada, of the Tajimi Co.'s sales force, left on Sunday for a two weeks' trip to the principal points in Canada.

George F. Schiessler and A. M. Mitchell, of the Pioneer Cut Glass Co., Carbondale, Pa., who were visitors in New York last week, said they were very proud of their former representative, Corporal Herman Kashins, and had arranged to have the letter from him which recently appeared in the CROCKERY AND GLASS JOURNAL reprinted in their local paper.

H. Lowengard, buyer for M. Seller & Co., Portland, Ore., arrived in New York on a buying trip last Friday and promptly connected with the prevailing epidemic. He was obliged to go to bed for a couple of days, and consequently was unable to visit the showrooms until Monday.

Miss Hughes, for the past twelve years office assistant to George Anthony, buyer for Loeser's, Brooklyn, and well known to the salesmen in the trade, left last week to accept a position with the Government.

Varde McFarland, president of the Pacific Importing Co., who has been for the past three weeks at the concern's New York office, expects to leave for headquarters at Seattle next Tuesday, and after a shrt time there will sail for Japan to look after the manufacturing end of the business.

A. F. Tepe, traveler for Hugh C. Edminston, opened up in Philadelphia last week as his first stop on a two weeks trip that will ihclude Washington.

The condition of Lieut. Donald M. Miller, son of John J., who has been suffering with a severe attack of influenza at the camp at Morgantown, W. Va., is reported as being considerably improved.

Felix Kohn, buyer for "Hillman's," was among the buyers arriving in the local market on Monday. During his ten days' stay he will make his headquarters at the firm's New York office, 277 Fifth avenue.

Carroll Brush, formerly assistant to C. J. Robinson at the Jordan-Marsh Co., Boston, before the latter enlisted in the Royal Flying Corps, and who has now been given entire charge of the china and glassware department, was in town the first half of the week placing orders.

F. O. Shattuck, New England traveler for Geo. F. Bassett & Co., spent Tuesday in town.

The many friends of Ernst B. Koscherak, of Koscherak Bros., will be glad to learn that he is showing improvement. He had a bad case of pneumonia, and for a time his life was despaired of.

K. S. Kodama and J. Carl Underwood, of Takito, Ogawa & Co.'s New York office, returned to business the middle of this week after being laid up with the grip.

Other crockery and glass buyers in town were S. Natkin, for The Fair, Chicago; L. Reizenstein, for C. Reizenstein & Sons, Pittsburgh; J. L. Bradshaw, Stratford, Canada, and L. D. Merrick, Berlin, Ont.

MANGANESE ORE IN UTAH.

TO help meet the urgent demand for manganese the geologists of the United States Geological Survey have been making systematic examinations of areas believed to contain deposits of manganese and manganiferous ores in the United States and West Indies, in order to appraise the available resources of manganese and to assist in stimulating its production and use. Most of the deposils in Utah are in the Green River and Tintic districts, although many other deposits occur elsewhere, most of them at places rather remote from railroads. The ore, it is said, is highly siliceous, most of it needing some degree of concentration or beneficiation to make it marketable. Up to the end of June, 1918, about 1,400 tons of manganese ore had been shipped.

Most of this ore contains from thirty-seven to forty per cent or more of metallic manganese and from eight to twelve per cent of silica. The ore contains only one to three per cent of iron, but that from the Tip Top tunnel is rather high in phosphorus, some shipments having contained nearly one-half of one per cent. The latest shipments from this deposit, however, show only one-fourth of one per cent of phosphorus, and those from the West Tintic district show less than one-twentieth of one per cent.

Two mines, the Tip Top tunnel and a mine working on the Black Jack group, are now producing altogether about 450 tons a month. The production in the West Tintic district could be increased to 500 tons a month and probably to several times that amount if reasonably cheap transportation to the railroad could be had. Ore is now being hauled twenty-eight miles by

team from the Black Jack mine to Luceme, on a branch of the Los Angeles and Salt Lake Railway, at a cost of $8.75 a short ton. Ore from other deposits near by would have to be hauled one to five miles farther, and few of them are reached by good roads. It is said that the railroad company and others are now considering a plan to build a branch line from the Los Angeles and Salt Lake Railway northwestward through the West Tintic district.

TOY COMPANIES FAIL.

A PETITION in bankruptcy has been filed against the Jacobs Toy Mfg. Co., 175 Greene street. Liabilities are $4,000 and assets $300.

The Original Toy Co., 168 Wooster street, has filed a petition in bankruptcy with liabilities of $5,613 and assets $3,930.

OH, THAT THEY WERE ALL AS CLEVER!

A FINE example of tactful handling of a customer recently occurred in a city department store.

A woman went in to buy a hot water bottle. The salesgirl wrapped it up and gave it to the woman, who drew up indignantly and said in a "don't touch me" tone:

"Really, you don't expect me to carry this home, do you?"

The girl looked stunned for about half a second. Then she came back with: "I beg your pardon! I thought you had your auto outside."

The woman, evidently pleased, said: "No, I haven't; but I think I'll take it along with me, just the same."

PREPARING FOR RESUMPTION.

New York, October 14, 1918.

Editor Crockery and Glass Journal.

We have just received a letter from our factory at Val St. Lambert, Belgium, from which we quote the following paragraph:

"We shall consider as cancelled those orders which were pending when the war started, and which we have been unable to ship from the factory, since August 4, 1914. Consequently, we have no orders on our books; and to avoid a period of inactivity when we are again able to resume operation we hope you will transmit to us immediately such orders as you may be able to solicit from our customers, or which you think advisable to make up for stock. In this manner we will be able to start operations the moment conditions permit it, instead of having another period of idleness while you or Mr. Storck are out on the road getting orders and sending them across to us. With this object in mind, will you please have Mr. Storck make a trip among the trade the moment your judgment indicates that such a trip is warranted by conditions."

Although the territory in which our factory is located is still in the hands of the Germans, this letter clearly indicates that the factory is intact and ready to resume operation the moment the Germans evacuate Belgium. We have been in steady communication with our factory during the last four years, and all their letters indicated that they have not suffered very material damage. Of course, we venture no guess as to what may happen during the retreat from Belgium.

Our factory has been out of touch with the world since the war started, and of course they have no idea what present prices are for the raw materials which enter into their product. On this account neither we nor they are in a position to give any accurate opinion of what prices will be when we resume manufacture. But one thing is certain, and that is that our factory, with its five thousand employees, will be as serious a factor in our field after the war as before it. Just as soon as we can discuss prices intelligently, and can offer some assurance of delivery, we shall call upon the trade, soliciting their business. Yours,

B. Gunthel.

PEACEFUL PENETRATION.

EVERY now and then, in the days before the war, some periodical would comment on the fact that the number of German clerks in their country was steadily increasing. The chief subject of this particular form of German "penetration" was Great Britain. Between 1890 and 1914, British houses of business employed Germans in ever greater numbers.

Asked why, the answer was that they were more reliable, more efficient, and more industrious than the average Englishman. Also—and this of course was the main reason—they were much cheaper.

So cheap were they that many wondered how they could possibly live on such low wages.

But did they live on these low wages? If their employers had ever taken the trouble to follow these young men into their private haunts, out of office hours, they would have found that these clerks actually lived better and spent more money on their private pleasures than their despised British fellows of the office.

How then did this come about? We know now. Some knew in the dark ages before the war, but they unfortunately were not listened to.

Long ago it was recognized in Germany that a clerk, to be really efficient, must have a training in England, in British commercial methods. For this purpose there was formed an unpretentious organization called the Commerce Defence League, the headquarters of which were in Hamburg.

Nominally, it was what its name implies; actually its object was to procure the secrets of British commercial houses, and use them for German purposes.

German business men are not philanthropists; yet practically every firm in the country contributed liber-

ally to the funds of the so-called Defence League. They found that it paid.

The methods adopted were as follows: Enterprising young men of good ability were carefully selected to go to England and take employment there, and they went with a promise from the League of a subsidy for two, three or five years—a subsidy which at least doubled the salaries paid them in London or Manchester.

In return they were expected to pick the brains of those around them, to learn details of their special branch of commerce, and to send periodical reports to headquarters.

Not only Britain suffered thus. In a number of New York china and glass importing houses the influx of German clerks working for low stipends was so great as to cause uneasiness and in some cases revolt among their native fellow-employees.

The same system obtained the world over. A leading coffee merchant in Rio de Janeiro employed one of these Germans. This coffee merchant sold only the best grade of coffee berries, maintaining that it was beneath his dignity to sell poorer stuff.

Presently the young German gave up his post, saying that he thought he could start a little business of his own. He remained friendly with his ex-employer and presently proposed that he should buy from him the rejected second and third grade coffees. He could send these to Germany, he said, where they could find purchasers. The merchant scoffed, saying that the cost of grading would eat up all profit; but eventually agreed.

The German thereupon started selling the cheap coffee, not in Germany, but to his ex-employer's old customers. They soon began buying not only the cheap stuff, but also the best grade stuff from the German, for why should they deal with another man for one grade only?

This German was, in 1914, one of the leading exporters of coffee in Rio; his old employer had been completely ruined and was out of business.

In 1913 there was passed by the Reichstag a measure called "The German Imperial and Nationality Law." Its main provision was this: "In order to provide for cases where a foreign nationality is registered solely with a view to meeting business requirements, it is laid down that a German shall not lose his nationality if, before he acquires a foreign nationality, he obtains permission of the home authorities to retain his German nationality."

The result is self-evident. Germans who have settled in England, France or America, and have become naturalized citizens of these countries, are still German in allegiance. They do not consider themselves bound in any way to the service of the country in which and on which they live. It makes no real difference at all to their actions whether they are naturalized or not.

If one thing remains more clear than another, it is that although the Allies drive the Germans back across the Rhine, they will not have won the war until they have cleared their respective countries of the Germans who, while pretending to be good citizens of these countries, are yet working unscrupulously for Germany under cloak of their scandalous double allegiance.

Germans in England have not the monopoly upon trade duplicity and underhand dealings. The United States manufacturers, too, have suffered at their hands, and many instances could be quoted of substituting goods of manufacture other than those from the factory from whence emanated the samples from which the order was originally taken. Their trade honor is marked with the same brand as their honor in diplomacy and warfare.

HOW THEY DO IT IN THE WEST.

THE War Savings Society of the Nathan-Dohrman Co., San Francisco, has up to date sold war and thrift stamps amounting to $21,459.50.

YOU MUST SELL YOURSELF.

LIFE is a "selling problem," that is all;
And every man is his own line of goods;
And what the price is, big or very small,
Is simply up to him. For though the woods
Are full of buyers for his sort of stock,
He's got to learn the way to sell himself,
Or he'll discover, with a cruel shock,
That he's a marked-down remnant on the shelf.

So, to begin with, he must try to be
An article of value, sound and fair;
For if he isn't—take this straight from me—
He'll find the market sluggish everywhere.
But, having worth, he must let buyers know
He's on the market to supply their need.
He's got to learn to make his value show
So plainly that whoever runs may read.

That doesn't mean that he must boast and shout
His own high quality; but it does mean
That he must make it clear, beyond a doubt,
By "pep" and push, that he is on the scene.
He mustn't miss a chance to prove his worth
And make his merit patent to men's eyes;
The chaps who get the highest price on earth
Are those who have the goods—and advertise.

So watch your opportunities, and dwell
Upon the job your whole existence through.
Yourself is all the goods you have to sell;
And what you get is wholly up to you!

—BERTON BRALEY, in Forbes Magazine.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Strobel & Wilken Co			$9,262.84
Geo. Borgfeldt & Co.	1822	3873	8,640 37
L. Straus & Sons	908	2754	4,574.72
Morimura Bros	350	8172	3,508.43
Edward Boote	365	1552	1,914.05
Herman C. Kupper	319	732	1,778.00
Higgins & Seiter, Inc.	260	1600	1,700.00
Leo Schlesinger Co			1,513.50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,108 81
J. H. Venon, Inc	207	371	973.40
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
U. S. Glass Co	102	1337	800.00
Lowenfels & Co			665.19
H. G. McFaddin & Co	150	100	647.50
O'Gorman Pub. Co	124	250	601.35
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Empire China Works	71	851	508.11
M. Herbert Co	9	1641	450.10
Baker & Bennett	100	26	424.50
Fensterer & Ruhe	73	473	422.77
A. J. Fondeville & Co	70	497	417.09
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
Benjamin Griffen	39	933	396.47
J. Wedgwood & Sons	69	411	391.95
Bryce Bros	73	286	376.67
Theo. Haviland	72	280	372.28
H. Brand	74	241	369.46
James M. Shaw & Co	54	436	332.94
Wm. Dougherty	65	180	316.70
Edward B. Dickinson	33	502	279.93
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239.50
Wm. H. Plummer & Co	39	224	219.25
Fostoria Glass Co.	43	137	212.56
C. H. & E. S. Goldberg	37	168	196.83
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co		752	188.00
John Simmons & Co	27	288	184.05
Vogt & Dose	19	414	183.49
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
Jas. S. Barron Co	34	86	162.60
C. Dorflinger & Sons	24	218	154.44
G. W. Wineberg	37		154.29
Paul A. Straub & Co	20	222	139.30
Calumet Mfg. Co	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co			126.50
Edw. D. Soule		431	$ 107.75
Henry Birn & Sons	20	90	106.90
Gudeman & Co	7	289	101.39
Rich & Fisher	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52.35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Frank & Danziger, Inc.	9	10	39.85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Ko Kozai		58	14.50
B. Illfelder & Co	1	37	13.40
Tashjian Bros		45	11.25

Wm. Guerin & Co. J. Pouyat & Co.

43-47 West Twenty-third Street,

NEW YORK CITY.

W.G. & Co

J.P. L. FRANCE

GUERIN & CO.

Limoges,

FRANCE.

WHITE AND DECORATED CHINA.

HOTEL WARE.

OBITUARY.

THOMAS CANNON, aged sixty-two, one of the owners of the T. A. McNicol Pottery Co., East Liverpool, died Oct. 10 of pneumonia after an illness of only a few days. For over fifteen years he was superintendent of the kiln department of the Potters' Co-Operative Co., and in charge of the kiln firing. When the T. A. McNicol Pottery Co. was formed Mr. Cannon became financially interested, and was elected a member of the board of directors. He served several terms in the East Liverpool City Council, and took an active part in civic work. He was a native of Scotland, coming to the the United States when very young. He is survived by his wife, two sons and three daughters. One son, Thomas, Jr., is now in France.

Tilford J. Manley, Jr., formerly associated with the East Liverpool office of the Roessler & Hasslacher Chemical Co., died of pneumonia at Camp Sherman, O., last week.

MAKING ENAMEL WARE.

IN the preparation of an enamel for coating steel and iron, various raw materials, such as feldspar, borax, soda, cryolite and flurspar are used, forming the basis of the mixture. Various colors are produced by the use of cobalt, manganese and other coloring oxides, some of which are added in the original mix, and others are added in the mill.

These raw materials are thoroughly mixed and placed in a hot smelting furnace, where the materials are melted together and drawn out into a tank of water and granulated. The product is called "frit."

This frit is ground either wet by placing in pebble mill with water, clay and other mill additious, or ground in a dry mill for application by the dry process.

The steel ware to which the enamel is to be applied is manufactured either by pressing, drawing, spinning or welding; the cast iron by casting in the usual manner. Whatever the manner of preparation or the nature of the piece, the surface to which the enamel is to be applied must be clean. This is accomplished either by pickling or sandblasting, depending upon the size of the piece.

The application of the enamel by the dry process on cast iron involves the spraying of a preliminary ground coat which, when dry, is placed in the furnace and withdrawn at a red heat. The dry powder is dusted on, the piece put back in the furnace, the enamel melted down, the piece withdrawn, more enamel added, and so on until the sufficient coat is built up.

In the wet process the enamel, after drawing from the wet mill, is treated with electrolytes to make a proper consistency for spraying or other method of ap-

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SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

To Manufacturers.

AFTER THE WAR, OR WHENEVER YOU CAN DELIVER THE GOODS, WRITE SIDNEY N. SCHARFF & CO., 804 VICTORIA BUILDING, ST. LOUIS, MO., MANUFACTURERS' AGENTS. REFERENCES? YES, THE BEST.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

WANTED.—Salesman with twenty years' experience traveling in the dinnerware and glassware trade, wants strong manufacturer's or importer's line for the Souhtwest territory. Best references as to ability and character. Address A 181, this office.

WANTED TO PURCHASE.

WANTED at once, a second-hand upright sagger pug mill. Must be in good condition. In answering, give lowest cash price. Box B-3, this office.

plication. The piece is then either dipped in the enamel, or the enamel is poured over or sprayed on, depending upon the size and shape of the piece.

In the burning of the ware two general types of furnaces are used, direct fire and the muffle. The latter is more general in connection with coooking ware and smaller pieces, while the former is used on some of the larger pieces for chemical work and large-scale food preparation. In either case the burning of the enamel consists of melting down the individual particles and fusing them together in the form of a continuous coating.

THE REAL DIFFERENCE.

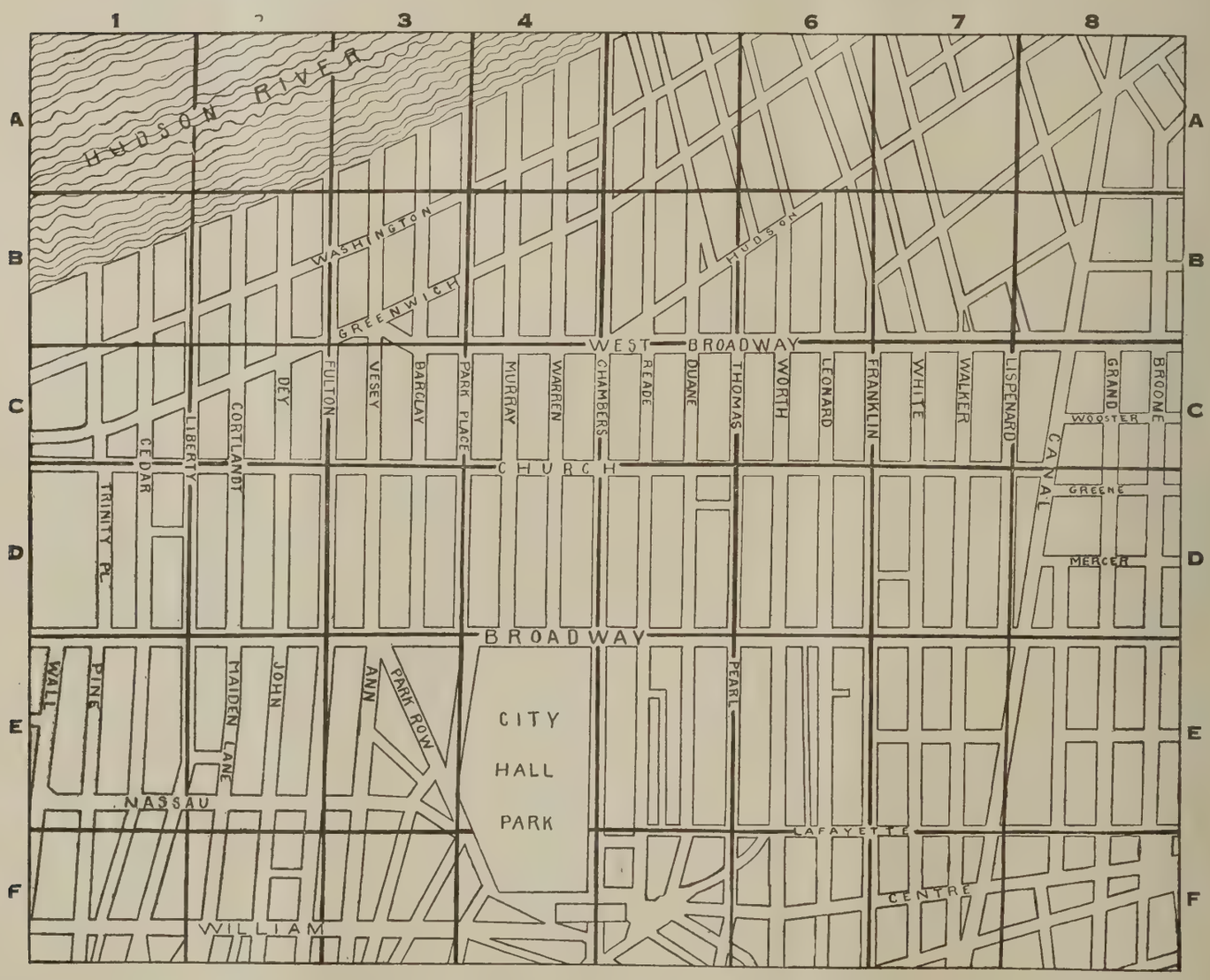
"I CAN'T see why that man is boss over me. I do most of the work. I know more about the business than he does. Whenever he wants to know anything he comes to me."

"A lot of men think that way; and yet there's one big difference. He knows something that you don't know."

"What is it?"

"He knows enough to hire good men like you to do the work. If you knew that you'd be the boss."

Locations of Firms in the Downtown District.



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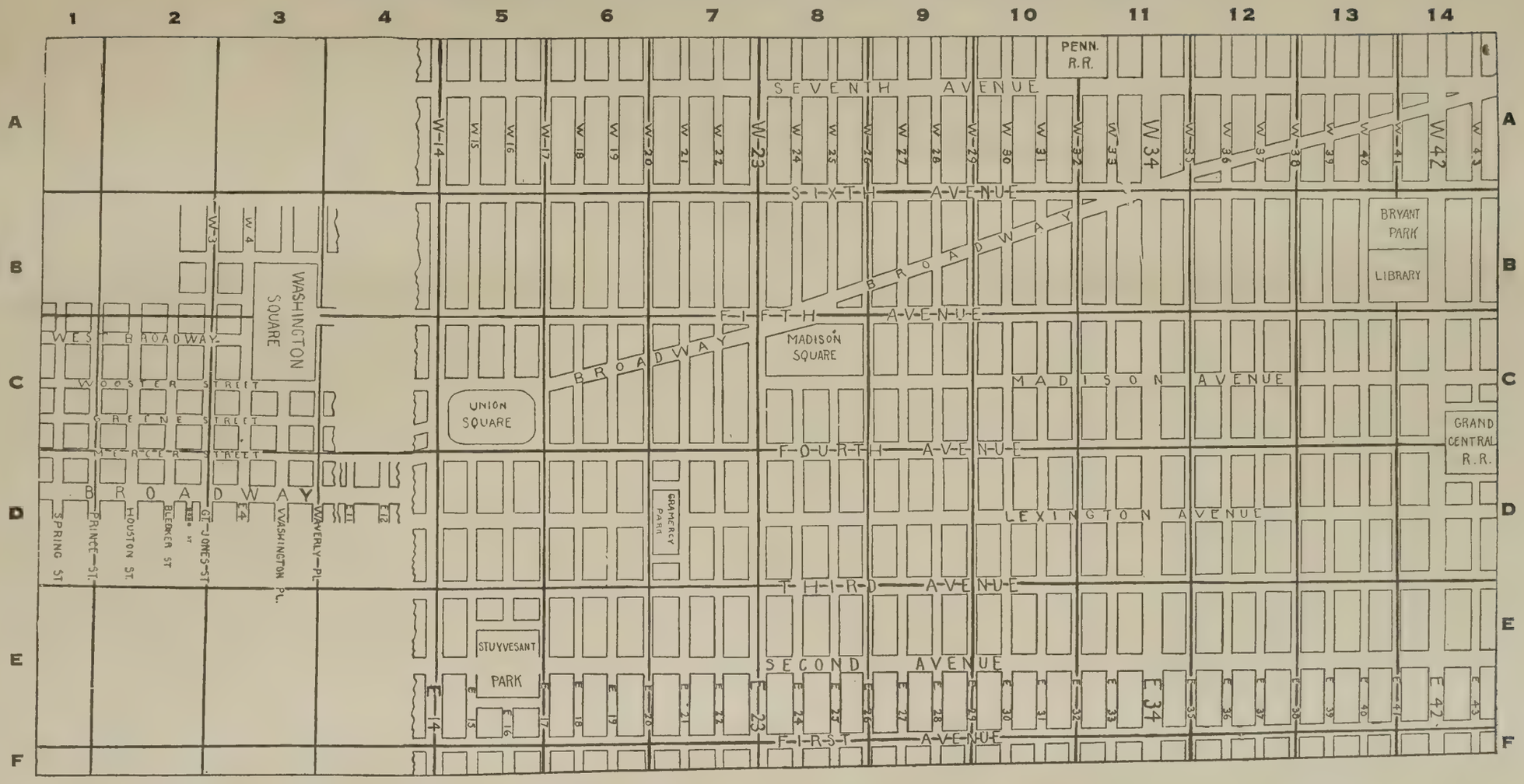

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CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 24, 1918.

TRIUMPHANTLY ACHIEVED.

Trade Fills Quota and Chips in $793,100 Additional for Luck.

THE seemingly impossible has been accomplished by the China, Glassware and Allied Trades Division. When $2,225,000 was fixed as the amount to be raised, many shook their heads and said it could not be done. It has been done, with over three-quarters of a million to boot; and congratulations should be extended to Louis S. Hinman, chairman of the division, and his co-workers on the various committees for the magnificent efforts put forth—$1,040,200 being secured in the last four days of the campaign.

R E Dietz Co	$100,000
Lalance & Grosjean Mfg Co	100,000
Central Stamping Co	35,000
Henry Waterman & Bros	35,000
Butler Bros Emp	34,000
Thermos Bottle Co	30,000
Strobel & Wilken Co and Emp	28,750
Geo Borgfeldt & Co Emp (add'l)	25,450
Leo Schlesinger & Co	25,000
E B Estes & Sons	25,000
Gilt Edge Enameled Tray Co & Emp	22,000
C H & E S Goldberg and Emp	17,000
National Rattan and Cane Co	16,000
Rudolf Gaertner (add'l)	13,000
Lorillard Refrigerator Co	13,000
L D Bloch & Co	12,000
Lewis & Conger (add'l)	11,200
J Milton Lumnus	10,000
La Montague, Chapman & Co	10,000
Chas Zinn & Co Emp	10,000
Ovington Bros (add'l)	10,000
Lux Mfg Co	10,000
Coles & Co	10,000
Estate of E I Horsman, jr	9,000
Meakin & Ridgway Inc (add'l)	8,200
Selchow & Righter Co	8,000
L H Ware & Co	7,500
Rowland & Marsellus Co	6,400
Budde & Westerman (add'l)	5,300
Ferdinand Straus	5,000
B O Lord	5,000
Paul Joseph	5,000
Triplex Safety Glass Corp	5,000
Gleason-Tiebont Glass Co (add'l)	5,000
Samuel Lewis	5,000
Ruhl Bros and Emp	5,000
Ideal Aeroplane & Supply Co	5,000
Co-operative Specialty Co	5,000
Brody & Levin	5,000
William H Plummer & Co (add'l)	5,000
Palm, Fechteler & (add'l)	5,000
Anonymous	5,000
Kniffen & Demarest	5,000
Geo F Bassett & Co	5,000
Elyria Enamel Products Co	5,000
T J Chabut (add'l)	5,000
Jennie M Chabut	5,000
C W Bennett	5,000
Arden Mfg Co	5,000
A S Ferguson & Co	5,000
Fitzgibbons Bros	4,900
Palm Bros Co (add'l)	4,500
M Gropfer & Sons Emp	4,100
Peter Pia	4,000
E Machlett & Sons	3,500
Wm S Pitcairn (add'l)	3,500
Block & Co	3,500
William A Stokes & Co	3,500
Rieman, Seabrey & Co	3,050
Horace C Gray Co	3,000
Horace C Gray	3,000
M B Schmidt (add'l)	3,000
Atlantic Bottle Co	3,000
J Block	3,000
Loring Lane Co	3,000
A Gredelue	2,600
F A Skelton	2,500
Maiden Amer Toy Co	2,500
Federal Doll Co Emp	2,200
McCray Refrigerator Co	2,150
Anonymous	2,100
Enterprise Tinware Co	2,100
W S Ensign, Inc	2,050
A H Thiele	2,000
M Lorenzo	2,000
Charles T McKenna	2,000
W J McKenna	2,000
Owens-Kreiser Co	2,000
Stransky Mfg Co	2,000
H T Dakin	2,000
I DeKeyser & Co	1,900
Bitumastic Enamelware Co	1,750
Herman Kornahrens, Inc	1,700
Perinoline Products Co	1,600
DuBois Refrigerator Co	1,400
Holophane Glass Co	1,350
Linden Art Co and Emp	1,350
Valentine Treat	1,350
Harry Barscki	1,300
Constantin Wagner	1,200
United States Stamping Co	1,200
Viola Doll Co and Emp	1,100
C T Green	1,100
A Leipzig, Inc add'l	1,050
Macfarlane & Robinson	1,050
Aetna Doll and Toy Co	1,000
Barrington Graphopint Co	1,000
John H Whiteford	1,000
Brooks & Co, Inc	1,000

White Enamel Refrigerator Co	1,000
Richmond Cedar Works	1,000
Stuart & Paterson	1,000
Overhead Kitchen Clothes Dryer Co	1,000
Louis Moritz	1,000
Charles Weiss	1,000
Crockery and Glass Journal	1,000
Hugh C Edmiston (add'l)	1,000
Edward Boote (add'l)	1,000
James B Boote (add'l)	1,000
Supercooler Co	1,000
Standard Hollowware Co	1,000
Irwin Mfg Co	1,000
Brush Mop Co, Inc	1,000
J L Kesner	1,000
J Duncan Dithridge	1,000
John Nixon (add'l)	1,000
Paper Novelty Co	1,000
Thos G Jones (add'l)	1,000
Macbeth-Evans Glass Co N Y Office	1,000
Emil Greiner (add'l)	1,000
Frank Rodgers (add'l)	1,000
S Blumenthal & Co	1,000
A R Hauser	1,000
Baker & Bennett Co (add'l)	1,000
Leo Frank	1,000
Frank & Danziger	1,000
Arthur W Danziger	1,000
Henry L Cohen	1,000
Jacob Katzenstein	1,000
Foulds & Freure	1,000

$850 SUBSCRIPTIONS.

Cox & Lafferty Employees (add'l).

$800 SUBSCRIPTIONS.

Perfection Doll Co, William Goldblum & Co, (add'l), J Sheck, Savoy Can Co Employees.

$750 SUBSCRIPTIONS.

Louis Amberg & Sons Employees (add'l), Julius Fowl and Employees, Rothschild, Meyer & Co.

$700 SUBSCRIPTIONS.

Scientific Utililies Co, Margaret M Anderson, Royal Japanning Co.

$650 SUBSCRIPTIONS.

United States Glass Co Employees, N Y Office.

$600 SUBSCRIPTIONS.

Louis Levien, General Japanning Co.

$500 SUBSCRIPTIONS.

Dee & Fukushima Inc, L Bernardaud & Co (add'l), G M Lawrence, Amer Art Products Co, C Silverman, Colonial Toy Co, Trion Toy Co, McCready Publishing Co, Gem Toy Co, I D Morris, Manhattan Enamelware Co, Saxowhite Co, Gund Mfg Co, S B Whitlock, W & S Mfg Co & Employees, E N Glacken, N J Dorflinger, Graham & Zenger, Interstate Enamelware Co, Joseph Bieber, Independent Refrigerator Co, B Silver, D J Roach, A L Canfield, E T William, Alfred T Chabut, Gladys E Chabut, G C Beresford, Fleischer Toy Co, S J Rothschild, Vogt & Dose, H G Freese, Charles Streiff, Phoebe P Streiff, Manhattan Enameling Co, Charles Becker.

$400 SUBSCRIPTIONS.

Irene Baer, G Greiner, United Fancy Basket Mfrs, S J Eisenwan, Fred C Reimer (add'l), Herman C Kupper (add'l), A B Brown Co.

$350 SUBSCRIPTIONS.

B F Shumsky, Alfred B Gunthel.

$300 SUBSCRIPTIONS.

Frank S Warren, Joseph Roth, Samuel Kasper, H M Johnson, Klein, Wexler & Abram, American Lumber Products Co, Majestic Broom Co, E Goldberger, M L Kahn, Mayer & Newman Tinware Co.

$250 SUBSCRIPTIONS.

Joseph Kalenpfer, L R N Carvalyo, Gambino & Pfister, S Conic Mop and Polish Co, Harry Ginsberg (add'l), E H Peck (add'l), Wm Traub, Max C Wein, Chas B Konzelman, Chas Vogt, Auto Vacuum Freezer Co, Standard Japanning Works, New England Enameling Co N Y Office, L Straus & Sons Employees (add'l).

$200 SUBSCRIPTIONS.

Joseph Lyons, Voron & Nowak, S Herbert (add'l), Estelle Hasberg, Harry Van Iderstine, C K Urquhart, William Gordon, Atlas Doll and Toy Co, Nathan Tenenheiser, Domestic Toy Co, C A Weidemann, F J Dimoclo, George E Sherman, W Birnblick, Julius Senator, Fords Porcelain Works, F M Woodford, Harry W Voege, W C Woodmark, O Kaufman, Wm Haehnel.

$150 SUBSCRIPTIONS.

Frank W Stone, A P Doctor, Justin Tharaud (add'l), Kohler Company Employees, Brumberger & Co, A Leipzig, Inc, Employees, Clarendon Mfg Corp, Simevine Ware Co, Metropolitan Basket Co, George Josephie Co.

$100 SUBSCRIPTIONS.

Thomas Clews, E V Weiss, George E Miller (add'l), Walter W Church (add'l), Oscar Kopel, Max Strensch, Robert N Bolton, Mrs F P Eckstone, Eveline Berry, S Rappaport, Victoria Toy Co, Albert E Fisher, Wm T Graff, T W Hamilton, C S Wilcken (add'l), Paul L Zoelner, Charles T Woolley, Fred Skelton (add'l), Veteran Ass'n 12th Infantry, N Y N G, Frank N Rodgers (add'l) Wm E Doctor, Chas P Holland, Louis Isenberger, Mary A Irwin (add'l), Chas Menke, Henry Jacobs, J Friedman, H E Montague, Michael Temmer, Manhattan Broom Co, Column Ice Box Co, W J Baker Co, Chas A Kraft, Anna W Peck (add'l), C Harris, Julia Hattenback, F D Dodge, Lorenz Bell, American Produced Toy Co, Campbell Lamp and Specialty Co, T J Quigley, John J Miller (add'l) J Meredith Miller (add'l), Geo Daub & Son, Belmont Stamping Co, Doernberger & Fischer, J Freidman, George Becker, O'Gorman Pub Co (add'l).

$50 SUBSCRIPTIONS

E C Rich, J B Butler, Mrs M Musgrave, Anonymous, H E Witte, L D Bloch (add'l), Leon Bloch (add'l), George Hamilton (add'l), George R Nixon, Mary K Fitzgerald, Irving Fink, C Rehbein, Benjamin Shaw, Anton Vickas, Mrs L J Eschwege, Samuel Kaplowitz, Mitchell Morgan, Max Morgan, George H Levin, Helen P Singer Co, Rozi Prokop, Paul Leibivitz, Jacob Bergsman, Lena Rosner, C Demarest, Frank Pavis, Joseph Kelly, C J Koeppel, Albert Herdfelder, Eleanor Weidemann, May Toomey, Joseph Zakozowski, B Elberg, Albert Lauber, N Eckstein, Selma Wissmann, Louis Klass, Chris Ufert, B Eiberg, Paul Sachocky, William Holt, E Graber, John Sergis, Lieut E A Walbridge, Miss E Dibisky (add'l), W R McCoy, Elsie Dedisky, Edna Becker, Mary K Fitzgerald, C Kraus, W F Wilder, C C Ulmke, Charles May.

Total of above	$1,040,200
Previously reported	1,977,900
Grand total	$3,018,100

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of September amounted to £63,875, compared with £23,958 for the month of September, 1917.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Had a bomb been dropped on this town no greater surprise would have been occasioned than the receipt of a wire from Washington last week instructing pottery manufacturers to curtail production to fifty per cent of that of 1917. A hurried meeting of manufacturers was called at the Potters' Club, and the intent of the mandate discussed at length. On the following morning a special meeting of the East Liverpool Chamber of Commerce was called, and the following telegram was forwarded to the Priorities Division of the War Industries Board at Washington:

"Enforcement of order curtailing manufacture of pottery will be disastrous to this town, which depends entirely for subsistence on pottery industry. Skilled pottery workers cannot well be diverted to other industries, and enforcement of order will mean a winter of hardship and privation. Bonds purchased by working people on the installment plan cannot be paid for. It is not apparent how this action can possibly advance war programme; hence we vigorously protest against enforcement of the order."

Thursday night the members of the Pottery Industries Board, together with President Edward Menge, of the National Brotherhood of Operative Potters, left for Washington to seek a hearing.

The week previously pottery manufacturers were in Washington and took up the question of fuel with the officials. The trade was placed in the fourth class, which is said by manufacturers to be quite satisfactory. No intimation was given that a curtailment of production was in view. Pottery production in this district, taking the plants as a whole, was in 1917 from 50 to 70 per cent of capacity, and to curtail this 50 per cent means practically shutting down the plants. Manufacturers are very much at sea over the order. They say the records show that the importation of ware continues unabated; yet the American manufacturers are asked to curtail production when the domestic demands cannot be met as formerly.

Up to this writing the committee which went to Washington had received no decision from the officials of the War Industries Board with reference to the appeal of the manufacturers.

* *

This city went "over the top" in its Liberty Loan drive before noon October 17. Pottery whistles blew and church bells sounded. The quota for the city was $913,000, and at noon that day, when the subscriptions for the morning had been totaled, $944,250 had been subscribed. The final amount raised was over $1,018,000, with prospects of being increased to $1,050,000 when all the returns are in.

*

Over, 1,900 cases of influenza have been reported in East Palestine, the pottery town in the northern part of the county, and a uumber of deaths are recorded, among them being James Logan, a brother of R. N. Logan, of the W. S. George Pottery Co., and who was employed at that plant.

* *

Pottery supply salesmen say business on decals is the poorest in the history of the trade. No new designs can be used, and only repeat orders for current patterns are being given.

* *

Among buyers visiting the district recently were C. H. Becker-Hazelton of the Becker Co., Dubuque, Iowa; Silas Ichenhauser, Evansville, Ind.; F. J. Dunmash, Pittsburgh.

* *

Hundreds of packages of ware are piled up here waiting the lifting of embargoes. The value is estimated at from $250,000 to $500,000. The buyers now have to await the pleasure of the railroads for movement of their merchandise. Every manufacturer in this district has gone the limit of his power to meet the desires of customers in the matter of shipment, To get the packages accepted by the carriers seems impossible. The embargo on carlot shipments on the Pennsylvania lines westward was lifted Wednesday. That on carlots eastward continues in effect.

* *

John M. Manor, of Golding & Sons Co., and

Thomas Sant, of the Sant Clay Co., were among those in Pittsburgh attending a meeting of clay producers and distributers with the Government officials. A classification of this industry is now proposed. Committees have been appointed to make further reports to Washington.

* *

The potteries hereabouts have been affected very little, comparatively, so far by the influenza epidemic. Only a little over a hundred cases have been reported, together with seven of pneumonia.

* *

The demand for white ware is constantly increasing, and those plants which formerly specialized in decorated ware are shipping only a small part of their production decorated. In some plants outside of this city where dozens of decorators were engaged in each the number has been reduced to five or six.

* *

As an illustration of how crowded some potteries are with business, a shipment was made here a few days ago of an order that was taken in January, 1916. Part of the order had been assembled for months, but it had been impossible to get other items through in sufficient volume to complete the shipment.

* *

The Trenle China Co. now contemplates manufacing a line of hotel ware.

EVENTS MARCH SWIFTLY THESE DAYS.

ON Friday, October 18, Louis Wolf & Co., secure in the serenity of a long lease at favorable terms for comfortable quarters, had about as much thought of moving as they had of going to Europe by aeroplane. On Saturdaay night, October 26, they will be installed on the fourth floor of 890 Broadway, corner Nineteenth street.

It came about in this wise: When the Government took over the Siegel-Cooper building at Eighteenth street and Sixth avenue for a hospital it did not make adequate arrangements for nurses, orderlies, and other help, and at the last minute decided it must have the Cluett building, next door east of Siegel's, to house the 1,200 employees. The occupant of the Cluett building wanted, of course, to oblige the Government. But where could he go? He would like the lofts occupied by Louis Wolf & Co. at Fourth avenue and Eighteenth street if it were possible to obtain them.

"All right! We will see Louis Wolf & Co.", said an official.

Louis Wolf & Co. would also like to oblige the Government; but where could THEY go?

"Where would you like to go?" was asked.

"Well, 890 Broadway would suit us. But when would you want us to move?"

"You must be out of here by Saturday night."

"Impossible! Move tens of thousands of toys and dolls in a week? To say nothing of getting carpenters to fit up the place, and trucks and porters to do the moving? Impossible!"

"How many carpenters would it take?"

"About forty."

"Call on us for any number up to a hundred, porters to a like number, and twenty-five trucks."

The occupant of 890 Broadway was passed along to some other place, and by the time this is read Louis Wolf & Co. will be in their new wareroom, where they can arrange their present lines to better advantage. They are also contemplating putting in as soon as possible a large line of housefurnishing goods.

THE CONDITION OF BUSINESS.

New York Business still lacks the snap it should have; but signs of improvement over the conditions that have obtained for the past three weeks offer considerable encouragement. With the holiday season approaching to stimulate retail buying a more optimistic outlook will result, and a gradual improvement in wholesale trade will be the natural consequence. While the out-of-town buyers in the market are few in numbers, those who are here show a disposition to be fairly liberal in placing orders. Still, there are not enough of them to make a large volume of business, no matter how generously disposed they may be.

The English and French importers are receiving a fairly good number of orders by mail, while the business booked by their traveling salesmen evidences a slightly better demand.

The constant call for staple items from the New York representatives of the glass factories remains a feature of their business. Aside from this there is little activity noted.

The domestic pottery agents have little to complain of in the way of business. When the demands of the department stores subside temporarily there are always orders to be secured from other sources. Their only complaint is that shipments do not come forward a little faster from the factories.

There is a healthy demand for housefurnishing goods; but these factories, like all others, are hampered by conditions, and are away behind on orders.

There are some retailers still seeking toys for the approaching holidays, and there does not seem to be an over-abundant supply available, although the arrival this week of a cargo of German-made toys from Rotterdam, where they had been lying since 1914, will do

much to relieve the situation. Most domestic manufacturers were sold out to capacity long ago, and stocks in the hands of wholesale distributers are rapidly reaching the low-water mark. Mechanical war toys of all sorts are the ones most sought. The sales of toys of this character have been very large throughout the year, and are expected to increase.

OBITUARY.

W. W. MAGEE died on Sunday at St. Agnes Hospital, White Plains, of a tumor on the lungs, at the age of sixty-two. Mr. Magee was one of the best known men in the brass trade, having been with the Plume & Atwood Mfg. Co. for twenty-eight years, except for a short period when he left them to go with the National Brass and Iron Co., after which he returned

W. W. MAGEE.

to his old position. He was with Holmes, Booth & Haydens before going to the Plume & Atwood Co., and before that with the Manhattan Brass Co. Mr. Magee was a thoroughbred New Yorker, smart as a whip, a fine salesman, and a man of sterling integrity. He was one of the original seventeen founders of the Salesmen's Association, at one time its president, and served for years on its board of directors. His familiar figure will be missed in the trade. He married, late in life, a widow with a grown daughter, who survive him. He had no children of his own.

The funeral was held on Wednesday at the Church of the Bessed Sacrament and was attended by many members of the trade, among them being John Booth Burrell, who came from the factory at Waterbury to represent the Plume & Atwood Mfg. Co., while from the New York office of the concern came Thos. E. Flostroy, L. H. Jones and John Wren; Albert E. Snow, H. W. Richards, J. E. Buckley, F. A. Vandyme, John J. Quinlan, W. S. Pitcairn, W. Q. Wilcox, John Nixon, A. G. Menzies, K. L. Wedgwood, Julius Rosenfeld, J. Duncan Dithridge, W. Malloy, Thos. Smallwood, L. S. Owen, Wm. Dougherty, Geo. Hamilton, Harry S. Clarke, Harry B. Whitney, N. A. Wadleigh, John Amelia, J. F. O'Gorman, E. H. Peck and L. C. Jones.

Anthony B. Neilson, with Higgins & Seiter for more than ten years, and prior to that with Ovington Bros., died on Monday of a complication of diseases, aged about fifty-three, after an illness of three weeks.

AT CHICAGO.

MANUFACTURERS' agents are doing their best to persuade their factories into shipping goods for anxious customers, who want them for the holiday trade.

* *

The local market reports a big shortage of dinnerware of all kinds.

* *

Staple glassware is also very short. The factories making these goods seem to be having more trouble with their production than any of the others. The lighting glassware factories are about the only ones able to make prompt and satisfactory shipments.

* *

The demand for light cut glassware is good, but the cutters find trouble in filling orders on account of not being able to get blanks as readily as they wish.

* *

The large stores are fitting out their toy departments in preparation for the holiday season. On the whole the display will probably be ahead of last year, owing to the fact that the domestic manufacturers have been in better condition to supply merchandise. While some of the goods will be imported from Japan, it is thought the amount will be smaller than last year.

* *

Albert Pick & Co. bought $120,000 worth of Liberty bonds of the Fourth Loan, the subscription being one of the largest in the trade.

* *

Phillip Simpson, son of Lewis H., is now a member of the ambulance corps, and will leave for overseas duty in the near future.

* *

George Brush, of the Brush-McCoy Pottery Co., Zanesville, O., is expected here within the next few days.

* *

B. H. Palmer, who travels out of the Chicago office of the U. S. Glass Co., is making a road trip through Middle Western territory.

* *

Among buyers visiting the city were George Ducker, of the George T. Ducker Co., Quincy, Ill.; E. H. Becker, of the Becker-Hazelton Co., Dubuque, Ia.; John Jacklin, for Harris, Emory & Stone, Des Moines, Ia.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, OCT. 24, 1918.

PREPOSTEROUS!

IF the War Board adheres to its present decision the American potters will have to cut their production to fifty per cent of their 1917 output. As the turnover in that year varied from fifty to seventy per cent of normal, the reduction will allow only a production of thirty to thirty-five per cent of capacity. No pottery can make its overhead charges on any such output, and a general shutdown, with all of its dire consequences, would be the logical result.

Naturally, the potters are up in arms, and are calling attention to the fact that there has been no ban on the importations of English, French and Japanese pottery, except as regards the elimination of certain items.

The members of the United States Potters' Association are not likely to let the matter rest here. They have proved themselves loyal in every respect, even anticipating the Government's former requirements in the matter of restricting their output. But when the officials at Washington propose prohibitive measures they will undoubtedly protest, as the East Liverpool Chamber of Commerce has already done.

Should the powers that be insist on the reduction there will be only one salvation for the potters, and that will be an advance in prices that will make all previous raises look like two cents. Whether the ultimate consumer will pay the raise, only time can tell.

It is hard lines on the potters, and will be hard lines on the Government, too; because it cannot expect to get all that the potters produce. As the Government is taking sixty per cent of the product now, that is exctly what it would mean; for if the output is to be reduced as proposed, and the Government requirements remain as at present, it will take the entire product to fill them.

The project is absurd, and, so far as helping to win the war is concerned, is likely to prove a boomerang and defeat itself.

PERSONAL.

AS an example of perennial youth commend us to "Charley" Dotter. He was met one day this week tearing up Warren street like a football sprinter. Full of enthusiasm, despite his seventy-nine years, his cheeks as rosy as a girl's, he told, as he munched the last of an apple, of a recent visit to Boston. Time was when he controlled the import business of the three biggest concerns there. He had to use the utmost finesse to avoid duplicating the lines and yet keep them all supplied with desirable goods. He says it was left to him very largely as to what they bought, and he felt a little pride in that he kept them all as customers. Contrasting the personnel of the trade to-day with that of former times, he said that of all his old friends only Samuel Stratton, of the Jones, McDuffee & Stratton Co., was left, and ended the conversation abruptly with the remark: "I guess I have lived too long," and left on a trot that would have made a young man hustle to keep up with him.

For the first time in nine years Julius Himmelstern, of Himmelstern Bros., San Francisco, is in the New York market placing orders. His brother Leo, who has hitherto made regular trips, is staying at home this time attending to the business. Mr. Himmelstern has been a month reaching this city, having stopped off en route to pay visits to some of the plants represented by his concern on the Coast. He arrived here on Monday, and expects to remain for two weeks. He is stopping at the Astor.

If V. W. Rushbrook, with the Tajimi Co., ever tires of the Japanese importing business he will have little difficulty in making a profitable connection in the advertising field. Besides being a highly efficient salesman, he fills in his spare moments writing up trade-pulling literature—booklets, circulars, etc.—for the concern.

Wilbur E. Pomeroy, with the Horace C. Gray Co., and Mrs. Pomeroy returned from a short stay at Atlantic City on Wednesday.

George M. Lowman, New York manager for the Pacific Importing Co., returned last Friday after completing a several weeks' trip through the South, and the next day Varde McFarland, president of the con-

cern, who had been here during Mr. Lowman's absence, left for headquarters at Seattle.

Lieut. William Wagner, formerly salesman for E. W. Hammond, who was expected in New York on a furlough last Thursday from Camp Gordon, Atlanta, Ga., is quarantined there on account of the influenza epidemic, and doesn't know when he will be allowed to leave.

Frank P. Judge, Jr., assistant secretary of the National China Co., Salineville, O., made a brief trip to New York last Saturday to consult with the concern's New York representive, H. Benedikt.

Lieut. Lambert Dorflinger, son of C. Dorflinger, is now stationed at Columbia College as an instructor. Evidently soldiering agrees with him, for he is looking very fit, and says he is happy in his profession.

Harry L. Seixas will have the sympathy of everybody in the loss of his wife. She was taken with pleurisy a week ago Friday; pneumonia supervened, and resulted fatally on Wednesday morning. Harry was in Chicago when she was first taken ill, but arrived home on Monday. Mrs. Seixas was a lovely and lovable young woman, and will be missed sadly at her home in Ridgewood, N. J. She leaves two girls, one six and the other about thirteen.

C. H. Becker, Dubuque, Iowa, arrived in town last week for a very short stay, being booked to leave Wednesday night of this week.

James J. Temple, New York representative of L. Bernardaud & Co., received a letter this week announcing the death of Mrs. Bernardaud, who passed away suddenly on September 16 while visiting at the home of a married daughter a few miles out of Limoges. The sympathy of the trade goes out to Mr. Bernardaud and his son Jacques, both of whom are well known in New York.

William Young, of Young & Russell, lamp manufacturers, Philadelphia, was a visitor in the city on Monday consulting with E. W. Hammond, who handles the line here.

Charles T. Woolley, traveler for Mitchell, Woodbury Co., Boston, was a caller on a number of his friends here last Friday. He had just gotten in that morning from an extensive trip during which he covered territory in sixteen States.

The opening of the shooting season on Wednesday of last week saw E. L. Bates making for his favorite hunting ground in South Jersey, and as a consequence venison will be a feature of the Bates menu for some time to come.

A. Abrams, who is again associated with the Robichek Co., is making a trip this week to Philadelphia, Baltimore and Washington.

Ernst B. Koscherak, who has been seriously ill with pneumonia, is reported now out of danger.

E. V Weiss, New York representative of the Saxon China Co. and the French China Co., Sebring O., returned the latter part of last week from his trip to the factories.

The New York office of Wm. Guerin & Co. has just received a cablegram announcing that the wife of Andre Guerin died on Oct. 22.

Among a group of photographs in the current issue of "Leslie's Weekly" of men who are giving their servious to the country is that of Lieut. Horace Dulin, of Dulin & Martin, Washington, D. C., now a member of the motor transport corps. He was formerly buyer for the firm.

Julius C. Hinz, president of the Bellevue Furnace Co., Detroit, Mich., was in the city this week conferring with B. F. Drakenfeld & Co., who handle the company's line here.

Corporal D. E. McNicol, Jr., son of D. E. McNicol, owner of pottery plants in East Liverpool and Clarksburg, W. Va., who was wounded in the thigh at the battle of Chateau Thierry by the bursting of a 15-inch shell, has been brought to New York on a transport and is now in a hospital on Staten Island, undergoing treatment.

Other buyers in town were F. L. Gavitt, for H. B. Gavitt, Westerly, R. I.; A. A. Breton, for Shartenberg & Robinson, New Haven, Conn.; H. T. Houston, for R. A. Simpson, Toronto; Carl Hoffman, for Pettis Dry Goods Co., Indianapolis; Fred. Schmidt, for Brinsmaid & Co., Des Moines, Iowa; J. Kohnfelder, for Kaufman & Baer Co., Pittsburgh; J. P. Bonzroff, for W. F. Gable & Co., Altoona, Pa.

GERMAN-MADE TOYS ARRIVE.

THE steamship Nieuw Amsterdam arrived Wednesday with a shipment of toys that took up almost 5,000 tons of cargo space. These toys were purchased from Germany before the war and have been in Holland storehouses since August, 1914. Because the

purchase was consummated before the war began, the United States Government has permitted their being brought to this country.

AMERICAN INGENUITY AGAIN TRIUMPHS.

THE official newspaper of the American Expeditionary Force, "The Stars and Stripes," published in France, in a recent issue carried the following article with regard to soldiers' gas mask lenses:

Three thousand doughboys are wearing new glasses whose frames look as if they were made of platinum. But it isn't platinum. It's the stuff that keeps the Liberty motor light—aluminum.

The doughboys started wearing the glasses only a few weeks ago. They are of the new standard pattern designed for the rough usage of the army—and they look it. They're as military as a bayonet, and apparently almost as unbreakable. And the doughboys are for them. No more writing back home for that prescription and the extra pair.

The glasses are put together in France by American soldiers, ground and polished out of American glass on American motor-driven machinery. The aluminum frame incloses two round lenses—a sort of port hole window effect. The templets—the things that hook onto the ears—are little cables, the twisting of the wires being very obvious. But they are warranted not to rust.

And the best part about it is that they're free—although a man can only have one pair issued at a time. And there will be enough to go around. The spectacle makers for the army are going to stay on the job while the doughboys go on breaking their old ones, and, needing new ones as their eyes grow dull from hunting flannel lizards, body turtles and Germans.

In a certain populous region of France there's a barrack-like building full of filing cabinets, sergeants, buck privates, and polishing and grinding machines. Into that room come packing cases full of wrapped and cushioned squares of rough glass and spectacle frames.

Out of that room go spectacles by the hundred with lenses of the best optical glass obtainable—glass that scientists have made to filter out the glaring, eye-tiring lights of the spectrum, ground to the measurements that the medical officers took down when they gave that latest of army "shots," the shot of atrophine or belladonna, at the same time they looked with their instruments into the insides of the soldiers' eyes.

The making of soldiers' glasses is only one more of those accomplishments that make Uncle Sam's war effort. He didn't have much to start with, beyond professional skill and patriotism, when he began his war optical plans. The peace time spectacle makers of the United States had fallen into the habit of using German optical glass, because it was good, but mostly because it was cheap. Some they had bought from England. Optical glass wasn't made on a commercial scale in the States.

Optical glasses requires a special sand, special furmulae and special processes. Of course, better spectacles were manufactured in the States than anywhere in the world, but even here supremacy was limited. Because even the polishing had depended on the use of an abrasive known as Turkish emery. And early in the war a boat loaded with enough of this emery to supply the spectacle makers of the States for several years had been lost.

But we had to have those glasses, American science and mechanics combined, Pittsburgh, Rochester and Corning, N. Y., proved, what they had contended right along, that they could make optical glass as good as any, and out of sand from the West. The polishers declared their independence of Turkish emery by substituting a member of the carborundum family. The aluminum frame and non-corrosive wire templet were designed to stand rough usage.

Captain F. H. Edmonds, of Washington, organized and brought to France the first optical manufacturing unit. The men who are at work over the motor-driven grinding and polishing machines in the A. E. F. shop were all drawn from the best of the manufacturers' benches back home.

There are now eight optical units attached to base hospitals and they are in charge of oculists ranking high in their profession. The number of these units is being increased.

As a side line the central shop is supplying spectacles of dark glass for doughboys who have been gassed and those needing them after the injections of atrophine or belladonna.

And there is another side line, largely experimental so far. Men wearing glasses lose a few seconds jerking off the glasses before they jump into their gas masks. Many of these men have considerable difficulty in seeing without their glasses. So now gas masks are to be made with lenses ground to the wearer's needs. There are difficulties, but the optical men say they will be beaten.

One of the most important jobs the optical men are handling is the supplying of artificial eyes to the wounded. Thousands of eyes of all sizes, shapes and colors are in stock at the A. E. F. manufacturing plant. When an eye is required for a wounded man at a base hospital, an approximate description of the eye—the details of color, size and shape—is sent, and the optical men dispatch a selection of artificial eyes to the hospital. There a surgeon completes the work of matching and fitting the new eye. In some cases the wounded come to the plant to have the selection made there. In practically every case it is almost impossible to identify the eye that has been fitted, for in color, motion and all it seems to correspond to the good eye opposite.

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready Sellers.

PREPARATORY to removing their showroom uptown before the end of the year, the Tajimi Co., 597 Broadway, have made sweeping reductions on all lines, including their special creations in Awaji ware, fancy and utility china, bronzes, lacquer ware, etc. This presents an opportunity seldom equalled in importance. It is not an attempt to dispose of slow-moving stock, as is often the case in sales of the character. The merchandise represents the concern's regular goods, which are rightly described in the headline of an advertisement on another page of this issue as a rare combination of price and value.

At this time, when new designs are so little in evidence, it is worthy of note that an exceptional collection arrived at the salesroom of A. P. Doctor from the Central Glass Works last week. Beginning with a very beautiful rock crystal cutting, there are five elaborate deep plate etchings in classic and other patterns, three separate lines with coin gold band and line decoration, an iridescent line which introduces a new coloring in peacock blue, and three lines of rich gold incrustations.

Morimura Bros., 53-55 West Twenty-third street, suggest to their customers the advisability of making purchases for import early so as to ensure securing their requirements. As they say on our cover page, they have substantially reduced their sample lines of import china, in compliance with the request of the Government, eliminating all but necessary articles, and have made arrangements with their foreign factories to reduce capacities. The forehanded buyer should get busy at once.

Dealers who are interested in stocking a real seller in dinnerware should turn to the advertisement of Josiah Wedgwood & Sons, Ltd., on another page of this issue, where is pictured one of the factory's latest achievements, the "Directoire." It has already proven its selling qvalities wherever placed. The pattern, consisting of a black-dotted bright yellow band, with a basket of delicately-colored flowers in the center, is at once striking and unique in treatment. It is carried in stock by Kennard L. Wedgewood at the salesroom, 133 Fifth avenue.

"Sweetmeat Sets," among the best-selling novelties on the market, are to be seen in profusion at the showroom of Takito, Ogawa & Co., 101 Fifth avenue. While in the novelty class, they are among the most useful items imaginable in the home, and always move rapidly with holiday shoppers. The extensive exhibit made by this concern embraces some beautiful designs in brocaded silk and satin, lacquer and bamboo covers. The first-named come in a variety of rich colors, with Japanese tassels and ornaments for handles; the second have both raised and flat decorations; while the last-mentioned are in a number of artistic weaves, with handles attached. Each is fitted with dishes of diversified kinds, ranging from lustre to nearly every type of ware imported from Japan. Every number is carried in stock for immediate shipment.

Henry Witte has an attractive offering for buyers looking for special values in cut glass at his showroom, 7 West Twenty-fourth street, where he is exploiting a line of close-outs from the Krantz & Sell factory in nappies and bonbon dishes. The cuttings are all good, while the quality and finish are up to the usual standard of this factory. The figures at which they are offered make them equally adapted for special sales as for regular stock.

The Duncan & Miller Glass Co.'s No. 91 line, shown by Paul Joseph at 90 West Broadway, is every day gaining greater popularity among decorators, who find it ideally adapted to their requirements. The shapes are exceptionally graceful, with a small, widely-separated flute as the only adornment, and admit of infinite possibilities in the way of decorative treatments. Another line that is going big with the cutters is the No. 86. This is made in only a very few articles, but every one is a seller. The design consists of a chair-bottom band at the bottom, leaving a wide blank space above to be filled in according to each cutter's individual idea.

CHRISTMAS TREE ORNAMENTS.

GREAT progress has been made during the last year in the manufacture of tinsel and blown glass Christmas tree decorations in this country. And this step forward is considered all the more noteworthy because of the many, and in some cases quite serious, handicaps under which manufacturers have had to work in that period. The shortage of labor and fuel and the problem of transporting raw materials as well as finished products were serious matters in all industries, but in one which cannot really be termed essential these questions assumed menacing proportions.

Previously supplying only a very limited percentage of the great quantities of blown glass and tinsel tree decorations used in this country during the holidays, domestic manufacturers this year will furnish practically all of the goods of this sort ordinarily needed at Christmas time. There are still some retailers seeking further supplies for the coming season, although the market it pretty well sold out, but it is not expected that anything like the general and acute shortage of ornaments which developed last year will be duplicated this fall. Most retail merchants have their full requirements booked, and many of them have already had shipment on the major portion of their orders. There is every reason, therefore, to believe that the consuming public will not go wanting when Santa Claus appears this year.

There is, however, a dearth of certain fancy novelties such as formerly were imported from Europe, which as yet domestic manufacturers have not been able for various reasons to duplicate in substantial quantities. Among these are fancy glass balls blown into the various fruit shapes, dolls, Santa Clauses and other odd modelings. It was explained by a prominent authority in the trade to a New York Times reporter recently that one of the reasons for the lack of more general success in this direction is to be found in the quality of most of the glass obtainable in this country.

"Very little of the glass we get here," he said, "is sufficiently elastic to be blown into these odd shapes containing rather severe angles. Our glass is somewhat brittle, even the best of it, and there is an unprofitably high percentage of breakage when the more extreme fancy shapes are attempted. There is, however, a little glass of nearly the proper quality to be had here, and there are a few manufacturers who are fortunate enough to have help sufficiently skilled to work this glass up properly. When the right firm and the right materials get together the resulting products are excellent, but they are yet too small in number to be taken as the standard of this country's production.

"But there is a large variety of so-called irregular shapes and twisted balls being made here with equal, if they do not surpass, anything of the kind which was ever imported from the other side. Though it always used to be necessary for manufacturers of tinsel tree ornaments to purchase from Europe the blown glass shapes on which they draped their tinsel, it is now possible, through the progress made by American glass-blowers, to obtain many shapes suitable for this purpose right in this country. There is perhaps not yet the great variety of fantastic models produced here which formerly were imported, but a big step has been made in the right direction, and it augurs well for future progress along these lines.

"Quite a few American manufacturers also have met with considerable success in the production of blown glass ornaments with what is known as the sanded glass finish. It is obtained by first coloring the article to be thus treated in the desired shades, then lacquering them. While the lacquer is still wet, powdered or very fine ground glass is sprinkled lightly over them. This, when properly done, produces the rich, soft luster of velvet, and glistens, when the light strikes it, through what seems to be an outer dullness.

"The great difficulties which manufacturers had last year in the matter of dyestuffs seems now to have been almost entirely overcome, with the single exception of fire red. It still appears to be almost impossible for us to turn out a fire-red ball which is entirely satisfying, although last year's abortive reds are considerably improved on. There remains, however, a quite perceptible brownish tint in the average run of fire-red balls of domestic make, and it is not entirely done away with even in the very best of our products. The blemishing tint will have to be completely eliminated before we can truly say that we manufacture fire-red glass balls in this country.

"Prices in tree ornaments, as in practically all other lines, have advanced during the year, though proportionately not nearly as much as have other things. As compared with the cost of European goods before the war started in 1914 and made under normal conditions, the present price of our domestic ornaments are up not more than 100 per cent. This is not so much when it is remembered that goods made in this country prior to 1914 usually were much higher priced than European goods.

"There are some Japanese tree decorations available in this country at prices somewhat lower than those of our own products, but their quality is also lower, and their quantity is to the country's needs only as a drop in the bucket. It is not possible to figure just what percentage of increase there has been in our domestic production of blown-glass ornaments, but from a very limited and more or less inferior output it has grown enough to care for the needs of the whole country, and the industry no longer needs to apologize for the quality of its products."

"WOMEN should get men's wages," said the suffragette. They do.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Committees recently appointed by glass manufacturers to prepare for Government inspection lists of items manufactured will soon complete their tasks. So far the glass manufacturers have not curtailed their lines, and this will not be done until after further conferences with the officials at Washington. It is said that one factory may be asked to cut out 11,000 items, and another to reduce its list of 8,000. In the former instance the concern will have to virtually cut its line one-half.

Hardly a day passes that local jobbing interests do not receive factory announcements telling of an advance on this or that particular item. And no order will be accepted except on the understanding that prices prevailing at the time of shipment will be charged.

"No trouble is being experienced in selling staples," said a salesman here this week, "but there is trouble in getting the orders filled by the factories. If it were possible for manufacturers to employ their usual quota of skilled labor the daily business could be easily disposed of."

An improved demand for lighting glassware is reported in some quarters.

No ban has been placed on manufacturing for export requirements, and those glass manufacturers who cater to this business have no trouble in securing all the orders they care to handle. The only trouble is to get shipping space.

The demand for tumblers of all kinds continues to increase. Common tumblers are in heavier request now than in years, although prices are higher than ever before, due to continued advances in manufacturing costs. The blown variety are also in active movement.

Manufacturers are now looking into the future. While no new lines are being shown the trade, molds have been made for use immediately after the close of the war. Some of these have been tried out, and samples made. Buyers say there is bound to be a heavy demand for new creations when peace is declared.

All the road salesmen for the United States Glass Co., have completed their early fall trips and are now at the home office.

Orders continue to be received by glass manufacturers in this district for Government specifications. The volume placed hereabouts during the summer has been very great.

Clyde Hartman, former Southern salesman for the United States Glass Co., now stationed at Camp Lee, visited the home office a few days ago. He was made a corporal within a short time after entering the service, and was recently advanced to the rank of sergeant. It is worthy of note that all the young men from the office of the "States" now serving the country have advanced with considerable rapidity.

Percy Beaumont, head of the Beaumont Glass Co., Morgantown, W. Va., spent several days in the district the latter part of last week.

A two per cent quarterly dividend was paid October 19 by the Hazel-Atlas Glass Co.

A novel engraved treatment of the American flag is being shown on a jug and tumbler just brought out by the United States Glass Co. Samples have been forwarded to all resident agents, and it is expected the decoration will become very popular.

Tarentum, Pa.

The warehouse of the Flaccus Glass Co. at this place was destroyed by fire October 18. The building occupied half an acre. Considerable ware was lost. Rebuilding will be started as soon as insurance is adjusted.

BORGFELDT & CO. MAKE BIG JUMP.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2025	4098	9,549 75
Strobel & Wilken Co			$9,378.34
L. Straus & Sons	909	2828	4,597.43
Morimura Bros	352	8415	3,577.60
Herman C. Kupper	348	809	1,942.25
Edward Boote	370	1565	1,938 00
Higgins & Seiter, Inc.	260	1600	1,700.00
U. S. Glass Co.	291	1355	1,600.00
Leo Schlesinger Co			1,513.50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,108 81
J. H. Venon, Inc	207	371	973 40
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
Lowenfels & Co			665.19
H. G. McFaddin & Co.	150	100	647.50
Fensterer & Ruhe	119	590	636.88
O'Gorman Pub. Co	124	250	601.35
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Empire China Works.	71	851	508.11
M. Herbert Co	9	1641	450.10
Baker & Bennett	100	26	424.50
A. J. Fondeville & Co	71	509	424 30
Benjamin Griffen	41	992	419.64
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
J. Wedgwood & Sons	69	411	391.95
Theo. Haviland	73	292	379.49
Bryce Bros	73	286	376.67
H. Brand	74	241	369.46
James M. Shaw & Co	54	436	332.94
Wm Dougherty	65	180	316.70
Edward B. Dickinson	33	502	279.93
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239.50
Wm. H. Plummer & Co	39	224	219.25
Fostoria Glass Co	43	137	212.56
C. H. & E. S. Goldberg	37	168	196.83
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co		752	188.00
John Simmons & Co	27	288	184.05
Vogt & Dose	19	414	183.49
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
Jas. S. Barron Co	34	86	162.60
C. Dorflinger & Sons	24	218	154.44
G. W. Wineberg	37		154.29
Paul A. Straub & Co	20	222	139.30
Calumet Mfg. Co	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co			126.50
Edw. D. Soule		431	107.75
Henry Birn & Sons	20	90	$ 106.90
Gudeman & Co	7	289	101.39
Rich & Fisher	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52 35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Frank & Danziger, Inc.	9	10	39.85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Ko Kozai		58	14.50
B. Illfelder & Co	1	37	13.40
Tashjian Bros		45	11.25

ON THE ROAD TO RECOVERY.

WHEN, as is only too often the case, the railroads are blamed for many conditions now hampering business it would be well to remember that when they were taken under Federal control they were suffering from the effects of a long period of various sorts of adversity, and drastic remedies had to be applied by Dr. McAdoo. Under his treatment they are gradually improving, and the measure of their recovery may be gauged by a glance at the following figures:

In the cases of the railroads of Class 1—which are roads having an operating income of more than a million dollars a year—the number of tons of revenue freight carried has increased 8.9 per cent, the number of freight cars in service has increased 5.1 per cent, the number of tons hauled per train has increased 6.9 per cent, the average carload has been increased 14.4 per cent.

Taking Philadelphia and Pittsburgh as experimental points, it is found that the tonnage there delivered has increased 9 per cent and the number of cars used has decreased 7 per cent. The number of tons per car has increased 18 per cent. "This increase," the Director General says, "if it were general throughout the country would be equivalent to the addition of 432,000 cars to the equipment of the country's railroads."

Under Federal control the number of railroad officials drawing salaries of $5,000 a year or over has been reduced by 400, and $4,615,000 a year has been saved.

Continued on page 24.

NEW YORK REPRESENTATIVE:

E. W. Hammond, 10 West 23d St.

PACIFIC COAST REPRESENTATIVES:

Himmelstern Bros., San Francisco, Cal.

FACTORY AND GENERAL OFFICES:

EAST LIVERPOOL, OHIO.

The expenses of the new department have been reduced $1,500,000 a year. By the consolidation of ticket offices and the abandonment of competition it is estimated that $23,566,633 will be saved. And of this amount $5,000,000 will be saved on advertising bills.

At the same time wages have been raised, the eight-hour day has been granted, women are receiving the same pay as men for the same sort of work, and negroes are no longer being discriminated against in their wages and conditions of employment.

Freight routes have been shortened, cars and locomotives are being standardized. A universal mileage book, good on all roads, is being adopted. By the consolidation of terminals efficiency has been increased and one cause of great inconvenience to travelers has been removed.

It remains true, however, that the first aim of the railroad administration is to move the men and material needed by the Government war programme. To this everything else is subordinated. The savings in expenses, the improvement in the conditions of labor, and the simplification of the service for the traveling public, are all matters of secondary importance. The first aim is to help win the war, and the improvement in the health of the roads is being devoted primarily to the task.

OTTO PALM'S LATEST SONG.

THE Palm Bros. Co. is unremitting in its patriotic endeavors. Besides donating to the National War Savings Stamps Committee at Washington over 100,000 decalcomania window signs, it, together with its employees, subscribed for $35,000 worth of Fourth Liberty bonds. President Otto Palm, Jr., has written several patriotic songs, his latest, "America," being a very stirring composition. The company is very proud of its service flag, containing, as it does, twenty-two blue stars and one of gold.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

To Manufacturers.

AFTER THE WAR, OR WHENEVER YOU CAN DELIVER THE GOODS, WRITE SIDNEY N. SCHARFF & CO., 804 VICTORIA BUILDING, ST. LOUIS, MO., MANUFACTURERS' AGENTS. REFERENCES? YES, THE BEST.

HELP WANTED.

SALESMAN WANTED.—High-grade young man for leading retail china and glass house. Experience necessary. State references. Salary $25. Address A 182, this office.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

WANTED TO PURCHASE.

WANTED at once, a second-hand upright sagger pug mill. Must be in good condition. In answering, give lowest cash price. Box B-3, this office.

IN STOCK.

IF you need Plates, Teas, Cake Plates, Comports, etc., to complete your stock, we have a varied assortment from which to make a selection.

We also have a good stock of Dinner Ware.

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

Corner of Twenty-ninth St.

1038. Hold-Fast.

The two most popular baby plates made:

1038. Hold-Fast. *1027. No-Splash.*

Buy them! Try them!

1027. No-Splash.

The D. E. McNicol Pottery Co.,

EAST LIVERPOOL, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 31, 1918.

WIDESPREAD OPPOSITION TO GERMAN GOODS.

Butler Bros. Abandon Consignment Sent to the City Last Week. Women Up in Arms. Fight Spreading to Include All German-Made Goods.

THE arrival in New York last week of a large cargo of German-made toys from Holland, as duly chronicled in our last issue, caused Richard M. Hurd, chairman of the Boycott Committee of the American Defense Society to make the following statement:

"It is my sincere hope that this will not set a precedent for a flood of German goods to be sent into this country from neutral countries on the plea that they are no longer owned by citizens of Germany, and, hence, that the money paid for them does not directly help Germany. The indirect help to Germany is entirely obvious in that if the United States absorbs German products now held by neutrals they will leave a vacuum in neutral countries into which Germany can dump her products immediately after the end of the war, or even to-day. This is one of Germany's strategic moves in her war for economic world domination, the plans for which have gone on steadily despite her unfavorable military situation.

"Shall American babies handle toys made by the baby-killers of Germany? Americans should never forget that the present war is only a part of Germany's plan to dominate the world commercially, and that even if she fails to gain territorial enlargements she has won the war if she emerges from it in a stronger economic position. All Germany's actions in the war have taken the commercial factor into consideration; the destruction of Allied and neutral merchant ships is aimed to leave Germany, after the war, the water carrier of the world; in Belgium and northern France the removal of machinery, the destruction of factory buildings and the deportation of trained factory operatives are all aimed to remove industrial competition.

"After the war, Germany, filled with stolen machinery, with her own buildings and lands untouched, with raw materials already ordered from all parts of the world, would soon be in a position to supply the world with cheap German goods while the Allied countries are rebuilding their industrial plants and transportation facilities.

"Could anything be more repulsive than to put into the hands of American children toys made by the German hands which drip with the blood of countless innocent non-combatants? It is the legal individual right of every American citizen to make such careful inquiry as shall prevent their consciously purchasing these toys, if they be minded so to do."

PITCH 'EM INTO THE RIVER!" CRY WOMEN.

Two thousand women, meeting in convention at the Hotel Astor on Friday as delegates of the Federation of Women's Clubs, were turned into a committee of potential destruction by the statement of Mrs. Oliver Cromwell Field, president of the American Relief Legion, that 5,000 tons of German toys had just arrived at this port, and unless somebody took action would soon be polluting the hands of our children.

Up sprang Mrs. Mary M. Lilly. "Let us do as

my ancestors did in Revolutionary times in Boston Harbor!" she cried. "Let us go down in a body and fling those toys into the water, as they did the enemy's tea!"

"We want no German toys in our nurseries," exclaimed Mrs. Belle de Rivera, "and I move a resolution that the president of this Federation appoint a committee to investigate this matter and to write to President Wilson protesting against the landing of those toys."

The resolution was seconded and passed with a unanimous vote and feminine cheers that could be heard out on Broadway.

It is said that applications to serve on the New York Harbor toy party, if it is permitted to be held, number almost as many as the attendance at the convention.

BUTLER BROS. REFUSE TO RECEIVE THEM.

Walter Scott, vice-president of Butler Bros., jobbers, this city, with houses also in Chicago, St. Louis, Minneapolis and Dallas, made the following statement:

"We have refused to accept the shipment of German-made toys and china which has come to us from Holland, although these goods were bought and paid for prior to the declaration of war, and our property. We will have no German-made goods in our stock.

"We were surprised to learn that 109 cases consigned to us had been received at this port. These goods were shipped without any instructions whatever from us.

"We have therefore notified the Government, through the proper channels, that Butler Bros. will abandon the consignment and will not accept delivery of its own merchandise."

"Long ago we eliminated these goods from our catalogue, charged them off our books, accepted our loss and forgot all about them.

"We have encouraged American manufacturers for the past several years to manufacture goods to replace those formerly imported from Germany, and they have succeeded so well that to-day America does not need German-made goods."

MISS MARBURY URGES WOMEN TO PROTEST.

Miss Elizabeth Marbury, president of the Women's National Committee of the American Defense Society, has issued an appeal to the women of America in which she says:

"I urge every woman in this country to protest against the importation of toys made in Germany. It is said that the toys in question were admitted because they were bought and paid for two years ago; but Germany was at that time wantonly committing outrages which have astounded the civilized world.

"The destruction of German militarism has been requently stated as the Allied aim in this war. We are only beginning to comprehend that German militarism is but the tool of German economic world domination. There could be no clearer indication of this aim than the German destruction of the great industrial regions of Belgium and northern France, which will remove industrial competition by these countries for years to come.

"This dumping of goods into neutral countries is a strategic move on Germany's part, and the only way to retaliate for German savagery, the only way to recompense in any degree the victims of German brutality for the horrors they have suffered, the only protest against barbarism that will avail anything for the human race, is for the women of America to refuse to buy goods made in Germany, whether so marked or not."

TOY MAKERS' ASSOCIATION TAKES A HAND.

A suggestion to take the toys over to the Jersey meadows and burn them was loudly cheered at a meeting of the Toy Manufacturers of the United States in the Hotel McAlpin Monday.

No one present, however, appeared to know just how the plan, which was proposed by W. H. Manss, of the United States Chamber of Commerce, was going to be worked out, even if the other importers should follow the example of Butler Bros. and refuse to accept their share of the shipment.

The following resolution was then adopted:

"Shocked at the admittance of German toys into this country at this time, and mindful of the unspeakable outrages upon children perpetrated by the same bloody hands that fashioned these toys, be it resolved by the Toy Manufacturers of the United States in conference assembled with the United States Chamber of Commerce that a request be made to the Congress of the United States to immediately pass a law which will completely prohibit the further entry into our ports of German-made toys or other German-made goods until the Central Empires have submitted to an Allied peace, and

"Be it further resolved that Butler Bros. in their absolute refusal to accept such toys be publicly commended, with the hope that all loyal Americans will emulate their splendid patriotic example and steadfastly refuse to accept, distribute or use toys made by this nation of fiends."

Richard M. Hurd, president of the American Defense Society, who was one of the principal speakers, announced that he had sent a telegram to the other firms to whom German-made toys had been consigned —Louis Wolf & Co., New York; Sears, Roebuck & Co., Chicago; Strobel & Wilken Co., New York; Carl Silverman, New York; William Schoenemann & Son, Philadelphia, and Carl Thanhauser, Philadelphia—as follows:

"To demonstrate your 100 per cent Americanism and to show Germany that goods made by her bloody-handed baby killers will not be tolerated in America, we request you to refuse shipment of German toys consigned to you on the Nieuw Amsterdam, as has already been done by Butler Brothers. Kindly answer, collect."

Carl Silverman, 48 East Thirteenth street, to whom was consigned about $100,000 worth, on being interviewed declared to a reporter that he had no intention of following the example of Butler Bros. in surrendering title to the toys. About half of his consignment had been sold to retail dealers already, he said, and the rest were "going strong."

Walter E. Strobel, of the Strobel & Wilken Co., told the reporter that his firm was going to sell its share, for which it had paid $50,000 before this country entered the war. He was a loyal American, he said, as were also the other members of the firm, but did not see why they should therefore bear any loss.

In response to the telegram sent to Louis Wolf & Co. by Richard M. Hurd the firm despatched the following reply:

October 29, 1918.

R. M. Hurd, Esq.

Dear Sir: In sending us your telegram of the 28th instant, did you realize that these goods were purchased and paid for more than two years ago? Did you realize that Germany or German manufacturers had nothing to do with the shipment to us of these goods and that the shipment was in no sense a consignment of merchandise? Did you realize that these goods were stored for us in Holland and that storage and other charges have accumulated for several years? Did you realize that these goods were shipped to us with the approval, consent and license of the United States Government, the British Foreign Office, and the War Trade Board? Do you realize that by taking the procedure you outline we may be seriously embarrassing the administration on a subject which may legitimately be considered when peace terms are determined? Do you realize that if the course you outline is followed it may be most unpatriotic and embarrass the Government in advance of the settlement of peace conditions? Do you not think that this country is too big to require any of its citizens who have in good faith invested money in merchandise when we were at peace with Germany to sacrifice such investment? You might as well ask everyone in this country who has goods that were ever made in Germany to deliberately destroy them.

We have considered the matter from all angles and have determined that the patriotic thing for us to do is to take no definite position on the matter now; and we have accordingly committed this merchandise to the possession of the United States Government by making a warehouse entry.

If our Government, after having issued a license for the importation of this merchandise, should formulate any policy such as you indicate, or make any request in relation to this merchandise, we will follow that course at once; but we do not concede your right and at our expense to make this request and predicate our Americanism upon an affirmative reply.

Our firm has been in existence for almost fifty years; all of its members are loyal American citizens; and we resent your attempt to stigmatize our firm as unpatriotic simply because we do not choose to follow the course outlined by you and sacrifice an investment made long before the entry of this country into the war.

Very truly yours,

Louis Wolf & Co.

William C. Schoenemann & Son and Solomon Thanhauser, of Philadelphia, are reported to have rejected the plea of the American Defense Society, and accepted their consignments.

At the Custom House it was said the toys refused by Butler Brothers, and any other toys that might similarly be refused, would be held like any other goods similarly declined until the next semi-annual public auction, when they would be sold to the highest bidder. It was added that the highest bidder might make a bonfire of them or throw them into the ocean or do anything he cared with them.

PLACARDING THE RETAIL STORES.

Most of the retail toy shops in New York within a few days will display a placard reading:

NO GERMAN-MADE TOYS SOLD HERE.

This was decided upon after Mrs. Oliver Cromwell Field, president of the American Relief Legion, had made a tour of all the prominent stores to learn whether toys made in Germany were now being offered to the public.

Mrs. Field received assurances from most of the firms that they were not only refusing to handle playthings made in Germany, but also that they were willing to display signs to that effect.

SPREADING TO COVER OTHER GOODS.

The fight against the sale of the toys has now spread to include all German-made goods of whatever nature that may be offered for sale at this time or later.

This became known when the American Defense Society announced that the next session of the New York Legislature will be asked to enact a law compelling merchants who handle German-made goods to post signs outside their stores announcing this fact.

"This is the law in Canada," said Mr. Hurd, "and it works well. It will work as well here, and will dispose of that type of merchant to whom profit is everything. It will leave him free to buy and sell whatever he may wish to, but it will not permit him to get good, patriotic American dollars under false pretenses.

"It is to be regretted, but it is a fact that there are merchants in this State who will have to be clubbed into refusing to sell the toys and things recently landed and which will be brought over later.

"In all equity and fairness those who wish to buy goods are entitled to fair notice that the place they propose to trade in is contaminated by German-made stuff. If they want that stuff; and the merchant wants to sell it, let them go ahead; but do not let any merchant run with the hare and hunt with the hounds. He must take his choice between Germany and the United States—between those who want the goods of the Vaterland and those who never again will willingly or knowingly contribute one cent toward anything German."

ENGLISH EARTHENWARE IMPORTATIONS RESTRICTED.

THE War Industries Board has now issued a list of articles which will be allowed to come from England, the foreign factories and importers having come to an agreement. This list is based on the one govern-

ing the American potteries published by us some weeks ago, and with some minor changes is practically the same.

AT CHICAGO.

BUSINESS has been good during the past week, although not many buyers visited the city. They say that the labor shortage is keeping them at home, but promise, in their letters to manufacturers' agents and jobbers, that they will visit the market within a few weeks.

* *

Factory representatives, wholesale merchants, proprietors of retail stores and buyers of premium goods are all looking ahead to what may happen in their particular lines when peace is declared. In general it can be stated that the trade, so far as the Middle West is concerned, is in good position for either peace or a continuation of the war. Peace will not take the trade off its balance, and neither will a couple years more of war put anybody out of business.

* *

Local pottery and glass men are taking a keen interest in next week's election and its resultant effects upon new tariff legislation. That very favorable tariffs will be enacted for English and French goods is considered probable. Much speculation is rife as to the course to be pursued in the matter of German-made goods.

* *

W. O. Coleman, of the Burley & Tyrell Co., has been in New York on business for the past few days.

* *

Burt R. Day, of the Cook-Laurence Crockery Co., Cedar Rapids, Ia., passed through the city last week on his way home after a trip among the Eastern markets.

* *

Leslie Mann, former assistant to C. E. Roehling, of Pitkin & Brooks, now a yeoman at the Great Lakes naval training station, was in the city last week on a twelve-day furlough. He expects to leave for active service when his furlough is over, as he has completed his course of training.

* *

A. W. Boulton, representative of the Lancaster (O.) Glass Co., has returned to the city after a short trip to outside points.

* *

Miss Julia Mann, buyer of glassware for Marshall Field & Co,, is back after visiting some of the Eastern markets.

* *

Sears, Roebuck & Co. have made a public announcement to the effect that about $500,000 worth of German-made goods, which the company still has in stock, will be catalogued and sold, the profit going to the Red Cross. The merchandise includes $200,000 worth of toys and a considerable amount of china and novelties. In making its statement the company gives the impression that German goods will not be handled hereafter.

* *

The influenza epidemic has been very severe here, but is now on the decline. The department stores have been hit very hard. All the crockery and glass departments have been short of help on account of the trouble.

* *

A. G. Hitchcock, buyer for the S. S. Kresge Co., Detroit, was in the city for a couple of days.

* *

The L. Fish Furniture Co., which has a large glass and lamp department, has purchased the building immediately adjacent to its premises at South Halsted and West Sixty-third street, and will occupy it shortly. The company, which has been growing rapidly in recent years, has long had need of more room.

OBITUARY.

WITH deep regret we record the death of Charles J. McKenna, of the McKenna Bros. Sales Corporation, 1271 Broadway, this city. Feeling ill at the office on October 16th, he went home, when his physician pronounced him suffering with influenza. After ten days of little or no improvement he was removed to the St. Lawrence hospital, where better care could be given him. Pneumonia developed, however, and despite an unusually strong physique he succumbed last Friday morning. He was born at Honesdale, Pa., and would have been forty-one years old on November 6.

He had spent practically all of his business career in the cut glass business. Previous to forming the company he was for four years salesmanager for the Libbey Glass Co., Toledo, O., and prior to that traveled for Kelly & Steinman, Deposit, N. Y., for eight years.

His uprightness in dealing and thorough knowledge of his business commanded the respect of all who knew him.

He is survived by his brother, William J., and his mother, who resides at the family home at Honesdale, where the funeral services were held on Monday.

Joseph Judge, head of the sales department of the Croxall Chemical and Supply Co., East Liverpool, died suddenly Tuesday after a brief illness, aged thirty-three. He was a brother of Frank Judge, salesmanager of the National China Co., Salineville, O. Mr. Judge was prominently identified with the Elks lodge of his home town, and always took an active part in civic affairs, being twice elected councilman-at-large.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

No word has yet come from Washington modifying the order to cut production to fifty per cent of the 1917 output. Pending the protest of the manufacturers, operations are being continued upon the usual schedules.

* *

When the embargo on carlot shipments West out of this district was lifted last week a lot of back orders were started forward. There was hardly a plant in this territory but had one or more carlot orders on file.

* *

That ware is wanted by all buyers is evidenced by the small number of countermands received. As one manufacturer said, "Some buyers will not countermand, no matter how long orders have been on file, and will not allow us to cut the quantity ordered."

* *

Among buyers visiting this market were Samuel J. Natkin, for The Fair, Chicago; Peter Rinkin, for the Boston Store, Chicago; Bert Day, for the Cook-Laurence Co., Cedar Rapids, Iowa; Joseph Watte, for Butler Bros., New York, M. Kaufmann. Pittsburgh.

* *

Only about 225 cases of influenza have been officially reported in this city, and the deaths have been few. Here and there pottery workers have been compelled to remain at home, but for a few days only.

* *

It is estimated by local pottery manufacturers that production in this market, taking the plants as a whole, does not exceed more than 70 to 75 percent of capacity. In a number of individual instances it does not exceed much more than 50 or 60 per cent. The National Brotherhood of Operative Potters, through President Edward Menge, announces that over 2,500 members of the trade are now in different branches of the Federal service. In addition, other potters have left the trade to enter mills hereabouts and other lines of industry, and none have been obtained to take their places. Is it any wonder that production is below normal? On account of present working conditions quite a lot of 1918 orders will of necessity have to be carried over into the new year.

* *

The figures of the subscriptions to the Fourth Liberty Loan in this city continue to soar. The original quota has been oversubscribed thirty per cent, the total last reported being over $1,180,000. Every pottery town went "over the top"—Chester, W. Va., and Roseville, O., reporting oversubscriptions on the first day the campaign opened.

* *

The offices of the Thompson Pottery Co. are being rearranged and improved.

* *

The T. A. McNicol Pottery Co. continues to feature its special mold baby plate, for which the demand seems unabated.

* *

The shipping of casks, barrels and crates of pottery to Pittsburgh by river from here, and then re-shipping from there to Eastern points, has relieved the local situation considerably. At Pittsburgh the freight is placed in charge of the Lent Traffic Bureau for re-consigning. The continuation of the Eastern carlot embargo order from this point is causing a lot of business to be held up, but by shipping less than carlots by river to Pittsburgh a lot of ware has been forwarded within the last few weeks.

* *

William Robinson, salesmanager for the Colonial Pottery Co., has returned from a business trip to Cleveland.

* *

Recently a local manufacturer shipped six casks of ware, the order for which had been on file quite a time, to a firm in an Eastern town. After the shipment was delivered the manufacturers were notified that the members of the firm ordering the goods had closed out their business and entered the service. Within a few hours telegrams were received from four other firms in the same town wanting the merchandise. Prices

were quoted, and the lot of casks were sold within a few hours after the wires were received here.

JOHN B. HIGBEE GLASS CO. TO SELL OUT.

NOTICES have been sent out by Samuel Irvine, receiver for the John B. Higbee Glass Co., stating that on November 9 he will petition the Allegheny County Court for authority to sell to the General Electric Co. the plant, consisting of eight and a half acres of land in Collier Township, with the buildings and part of the equipment, reserving the merchandise and book accounts, for $90,000, payable in sixty days.

THE CONDITION OF BUSINESS.

New York

Three factors have retarded trade for the past two or three weeks, and their influence is still felt. First, the Liberty Loan. So many people were engaged in selling bonds that it was next to impossible to market crockery and glass, and, besides, the immense amount of money taken out of circulation naturally had its influence on buying. Secondly the influenza. Not only are thousands ill from the disease, creating a further shortage in an already depleted labor roll, but fear of infection has caused people to remain at home, with the result that retail sales have greatly fallen off. This in turn affected the wholesale trade, and importers carrying stocks felt the situation keenly. Even the local agents for domestic potteries and glass factories were involved, the various warerooms being practically deserted. Few far-away buyers put in an appearance, and the nearby men who usually make weekly or daily visits to the city have been conspicuous by their absence.

There is a third factor working to some extent against buying. While it is not marked in the crockery trade, it is having a very deterrent effect in other lines —and this in turn affects our business. This is the peace talk. Buyers seem to have gotten it into their heads that the cessation of hostilities means peace, and that immediately peace is declared prices will fall. Far from it. Should an armistice be declared it will take months before peace is consummated. And how it will at once change prices we cannot see. The goods made and in process of making have cost high figures, and it will be a long time before they cost less. There may be a slump in business for a few months, during which trade may drag along despite the cutting of prices. Then there will be a strong call for all kinds of merchandise, and the old law of supply and demand will send figures higher than ever. It will take two or three years to effect a reduction to pre-war rates, and that reduction will perforce be gradual; otherwise there would be the worst panic ever known, and one which even the Federal Reserve banking system could not stop. The first item lowered will be labor. The closing of plants catering to war needs will throw thousands out of employment. Accustomed to exorbitant wages, these will be loath to accept lower rates, and will hold off. But after a time they will have to accept the inevitable. They will have had their inning. Taking our own Civil War as a precedent, we may look for a slump, followed by a bigger business than ever, and at still higher prices for a time.

HONESDALE NOTES.

THE McKenna Cut Glass Co. has petitioned the court of Wayne county for dissolution of the corporation.

Sergeant Albert R. Krantz, who covered Southern territory for his father's concern, the Krantz & Sell Co., for some time, is now with Company F, 103d Engineers, 28th division heavy artillery, having recently been transferred from the infantry.

The Krantz & Sell Co. has leased a section of its plant to the Clover Leaf Mfg. Co., of Carbondale, Pa.

CHINESE WALL VASES.

AT the Brooklyn Museum installation has been made of a collection of Chinese wall vases given to the museum by Samuel P. Avery. A wall vase is a half section of an ordinary vase, being flattened at the back in order to hang conveniently against the wall surface. It is intended to hold flowers, and artificial Chinese flowers cut from jade and other hard stones have been put into the vases now on exhibition in order to make apparent their use and increase their interest. These artificial flowers seldom appear in collections, and it has been a work of years to assemble so large a number. The vases themselves date from the tenth century down through the subsequent periods of Chinese history and comprise a great variety of materials—porcelains, jade, cloisonne, teakwood, bronze, bamboo, glass, and carved cinnabar lacquer, the porcelain vases making up half the collection, which is installed in five large cases in the south gallery, central section, first floor of the museum. Here it is associated with the Avery collection of cloisonne, which also has received an addition of great importance in 109 objects given by Mr. Avery at the same time with the collection of wall vases.

The whole section makes an imposing appearance with the rich color of the enamels, the large size of many of the objects, the fine examples of the human figure included in it, and with the vases and flowers lending a delicately ornamental feature to the dusky splendors of the cloisonne groups.

AN EX-WAITER AT THE FRONT.

THERE'S a dusky corporal in the 15th Regiment of New York who used to juggle dishes in a Broadway restaurant. He is noted as the noisiest, braggiest darky south of the Arctic Circle. When his regiment reached the firing line in France Henry marched his squad in to the trenches and assumed his right as ranking officer to be the first to climb up on the firing step for a look at the Germans, according to the story that has come back to this city.

Henry, who with all his boastfulness is no coward straightened up to his full height and glared with rolling eyes at the desolate panorama before him. Then he shook his left fist in the direction of Berlin as he waved his automatic in the air.

"Come on, you Bush soldiers!" he cried, "Come on, you Heinie Kaiser! Come on, you Krupp guns! Gimme some shells! Gimme some shrapnel! Gimme some bombs! Dass all! Gimme 'em!"

At this instant a big shell exploded about forty yards behind the front trench, and the shock of the concussion sent Henry somersaulting over the prostrate bodies of two privates. When he picked himself up he looked across at the Hun trenches with a new respect.

"Well," he said, brushing off his uniform, "all Ah got to say is—we sure do get service here."

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of July, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated	$ 9,212	$ 38,285
decorated	274,682	379,72[illegible]
From France	34,804	80[illegible]
Germany	.....	
United Kingdom	58,570	
Japan	165,958	
Other countries	15,350	
Earthenware, not decorated	85,791	
decorated	153,643	
All other	17,936	
Total	815,946	

FOR SEVEN MONTHS ENDING JULY.

	1916	1917	1918
China, not dec.	$ 197,803	$ 82,091	$ 116,562
decorated	1,735,081	1,692,151	1,991,769
France	511,249	391,406	405,471
Germany	234,593	.....	.....
United Kingdom	292,079	362,714	267,510
Japan	573,422	839,289	1,249,065
Other countries	123,738	98,742	69,723
Earthenware, not dec.	181,176	332,209	302,051
dec	897,651	1,108,212	1,281,397
All other	146,434	172,834	200,208
Total	4,893,226	5,079,648	5,883,756

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls	$ 33,375	$ 25,955
All other toys	106,193	94,588
Total	139,568	120,543

FOR SEVEN MONTHS ENDING JULY.

	1916	1917	1918
Dolls & parts.	.....	$ 33,375	$133,903
All other toys	.....	106,193	531,824
Total.	.....	139,568	665,727

GLASSWARE.

JULY		FOR SEVEN MONTHS E'D'G JULY		
1917	1918	1916	1917	1918
$173,275	$81,879	$1,434,713	$1,173,675	$868,252

CHINA CLAY.

JULY		FOR SEVEN MONTHS E'D'G JULY	
1917	1918	1916	[illegible]
$174,369	$120,077	$884,[illegible]	[illegible]

HYDRATE [illegible]

Containing not more tha[illegible]

JULY	
1917	[illegible]

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, OCT. 31, 1918.

THE conflicting statements as to the quantity and value of the toys brought over by the Nieuw Amsterdam tend to puzzlement. They are certainly exaggerated; otherwise it takes very little figuring on the part of those who know the bulkiness of such packages to prove that the steamer could not have had room for any other cargo.

FOR a long, long time the importers have been making every possible effort to get their German-made goods from Rotterdam, and now that some of them have arrived they are in a quandary as to what shall be done with them, and wish they had never come. The feeling aroused by their entry into this country is very genuine, and demonstrates clearly what would [illegible]pen to any retail store displaying them on its

[illegible]RMANY" LABEL

[illegible] made toys from Hol-
[illegible] ircles the question
[illegible] after the war.
[illegible]

But the people at large in the United States are not going to purchase anything labeled "Made in Germany" for a long, long time to come.

BLOODY TOYS.

From the New York Tribune.

THE shipload of German toys that reached this country has been rejected by its American importers, and every American can be glad and proud. We congratulate the toy dealers on their prompt action. We hope the government will show a similar spirit by making a bonfire of the shipment without delay. To permit any part of them to find their way into the hands of American children would be a sin and a crime. The outcry of the American people against this threatened outrage was a splendid demonstration of the country's clear vision of the war and its issues.

It has been made plain that every true-minded American was shocked and wrathful that these toys were ever admitted to our land. Their purchase before our entrance into the war was no palliation whatever. The cruel, murderous wrongs to the children of Belgium and the children of France were a completed fact long before the shipping of these toys. That bloody record was the common knowledge of the civilized world by 1915 in the unforgettable pages of the Bryce Report.

There was the baby spitted on a German soldier's bayonet. There was the French boy levelling his toy gun, shot down for his impudence. There were the children used with their mothers as a screen for German soldiery. Not once, but a thousand times, German savagery, German wrath, German blood-lust, struck, maimed, tortured. Never has there been a slaughter of the innocents so wanton, so brutal, so bestial.

And it was these toys made by these bloody hands that were to be allowod to become the playthings of American children. We suppose we shall be told that it was nice, kindly, sentimental old German toy makers at home in Nuremberg who carved and painted these particular toys. We shall again be asked to distinguish between the wicked German soldiers who fought and murdered to order by the million and the dear, kind German people at home who didn't. We are glad again of the opportunity to say that we think the dis- [illegible] too fine to see. The sons of dear, kind fathers [illegible] do not suddenly go vicious and spit babies [illegible]ets. The blood guilt for what was done [illegible] France cannot be restricted to any mili- [illegible] group of soldiers. It is the damning [illegible]many, to blast it through the ages, to [illegible]t all Germany makes or does for years

[illegible]tism has now made impossible what

government laxity threatened. We trust the lesson has been learned and the danger will not be repeated.

[The "Tribune" was a little premature in ascribing the rejection of German-made toys to "importers." Only one, so far as known at this writing, has taken such action.—Ed.]

PERSONAL.

IN a letter to Justin Tharaud, Carroll Robinson, formerly buyer for the Jordan-Marsh Co., Boston, and now stationed at Camp Leaside, Toronto, Canada, says he has successfully passed the various physical tests for admittance to the aero service. "The whirling chair test is a bird," he feelingly remarks. He will spend two months in preparatory training before taking a course in aeronautics. He says the life is a little more strenuous than that of a china buyer.

Lieut. Donald M. Miller, son of John J., who has been seriously ill at the camp at Morgantown, W. Va., with influenza for three weeks, arrived at his home in Newark, N. J., on Tuesday, accompanied by his mother and fiancee, who have been with him during his illness. He has lost a lot of weight and is extremely weak, but is looking forward to speedy recovery now.

E. Torlotting and his entire family are laid up with the prevailing disease at their home in Brooklyn. They are all now out of danger, but Mr. Torlotting will not be able to return to business for several days yet.

Frank W. Moore, salesman for Malone & Nicholson, has just received a postal dated August 5 from his son, Walter E., who was wounded June 24 and taken prisoner, since when he has been at Camp Rasdatt, Province of Baden, Germany. He writes that he has fully recovered, the care and treatment received at the hands of the nurses and doctors being all he could have asked, and that he is quite contented.

Thos. E. Stutson, of Louis Wolf & Co., Boston, came over to New York on Tuesday to see the new warerooms. He was amazed at the quick move.

L. S. Wilson, of Calgary, Alberta, Canada, is in town for a short visit. He is a very interesting talker, with views and ideas of his own, and is not afraid to express them.

The deepest sympathy goes out to Louis A. Carter, buyer for Snellenburg & Co., Philadelphia, in the loss of his wife, whose death occurred on Friday of last week from influenza after only a few days' illness. Mrs. Carter was well known and highly regarded by many members of the trade. She left one child—a girl.

Major H. Seaver Jones, son of Geo. B., sailed for France early this week to take charge of a division of the motor transportation service.

F. J. Burbank, of Burbank, Douglass & Co., Portland, Me., who was in the city last week for a few days, said that while business was good, so far as selling is concerned, the difficulty in getting merchandise is as great as ever, to say nothing of having to pay twice as much as things are worth.

The oldest-established hotel and restaurant supply house in Brooklyn—that of Elwin & Son, 80 Irving Place—has been taken over by William Kollisch, well known in the trade as a former partner in the firm of Kollisch & Wallach, and later as salesman for Henry Birn and Bass & Bass. Benjamin Elwin will remain with him.

W. S. Pitcairn was calling on some of his friends in Boston this week

J. J. Berger, who prior to being taken in the draft recently was superintendent of the Robichek Co.'s lamp shade department, is now acting as an inspector in the ordnance department of the army, with headquarters in this city.

"Sandy" Fraser, the popular traveling man for the Beaver Valley Glass Co., spent last Thursday in New York on a visit to Frederick Skelton. He has been placed in Class 1 A of the new draft, and is momentarily expecting a call from Uncle Sam.

Percy Penn, of the Thos. G. Jones sales staff, is another sufferer from influenza. His condition is improved, and he expects to be able to return to his duties by next week.

S. O. Paull, secretary of the Eagle Mfg. Co. (formerly Eagle Glass and Mfg. Co.,) Wellsburg, W. Va., arrived in town on Tuesday to consult with the concern's local agents, Malone & Nicholson.

A handsome Royal Worcester dinner service presented by John J. Miller to his wife on their wedding anniversary bears the following inscription in gold on the back of each piece: "Made during the World War

expressly to commemorate the thirtieth wedding anniversary of Mr. and Mrs. John J. Miller, September 26th. 1888—1918."

Thomas E. Flostroy automatically succeeds the late W. W. Magee as manager of the New York office of the Plume & Atwood Mfg. Co., having been practically in charge for some time, and particularly during Mr. Magee's illness.

Ferdinand Schmidt, of Brinsmaid & Co., Des Moines, Ia., who had been in the city for a few days, left for home on Tuesday night.

H. A. Briskie, of the Robichek Co.'s sales staff, returned last week feeling well satisfied with the amount of business he had booked for the concern on a trip through New York State.

Fred Beiswanger, New York representative for the Mound City Glass Co., Lumberport, W. Va., spent the latter half of last week on a visit to the factory.

Buyers for the Fowler, Dick & Walker Syndicate were in town this week placing orders for Japanese goods. Mr. Smith represented the Binghampton, N. Y., store; Mr. Schultz that at Wilkes-Barre, Pa.; Mr. Terethaway the McWilliams store in the same city, and Mr. Small the Hazelton, Pa., establishment.

Joseph Hurd and Chas. H. Hennings, of the W. S. Pitcairn Corporation, are back from their fall trips. Mr. Hurd reports a good trade at first in the West as far as Omaha, but later felt the effects of the loan and the epidemic. Mr. Hennings found trade good in the South, except in western Texas, where there has been a drought and no cotton crop for two years.

Word has just been received at the office of the hotel supply concern of O'Beirne Bros. & Lyons that M. F. Kelleher, formerly buyer and office manager for the concern, was killed in action October 3. He sailed for France last April with the 305th Infantry from Camp Upton.

D. King Irwin, local manager for the Cambridge Glass Co., is home from a week's stay at Pittsburgh, where he was called suddenly on account of the serious illness of his mother. Her condition was sufficiently improved for him to leave her this week.

The death of W. C. Muschenhein, proprietor of the Hotel Astor, came to many in the trade as almost a personal loss. He was always solicitous for the comfort of the members of the Salesmen's Association at its annual banquets, and was a close friend of the late Henry Endemann, through whom, for years, the arrangements were made.

DON'T UNDERSTAND ENAMELING.

GREAT possibilities will exist in the metal-toy trade of England after the war with a large demand for mechanical-constructional toys of the type which before the war were imported from France and other European countries. It will be a comparatively easy matter for many firms which are now manufacturing small munitions to adapt their stamps, dies, and presses to the manufacture of metal parts for toys. But before they can begin to turn out first-class finished articles it will be necessary for them to master the secrets of the enameling processes. Consul General Robert P. Skinner writes from London that he has been confidently informed by a gentleman who may be considered to be one of the leading authorities on toys in Great Britain that not a single firm can enamel goods so that they will stand the heat-and-cold test, which consists in heating them to 300 degrees in an oven and then putting them into an ice box. The enamel on toys made there, when subjected to this test, almost invariably warps, cracks, or shrivels.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

A W Reaves, c, A Stowell & Co, Boston. Imperial.
C H Hall, c, Springfield, Mass. Algonquin.
G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
A A Hall, Hutzler Bros, Baltimore. Holland.
P L Beck, c, Baltimore Bargain House, Baltimore. 354 Fourth ave.
A B Long hf, Columbus Mdse Co, Columbus, O. Breslin.
J P Walsh, c, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
J T Budge, c, J T Budge Co, Miami, Fla. Monticello.
J E Deubert, hf, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
A Huer, hf, Milwaukee. Broztell.
E C Smith, t, The Children's Shop, Syracuse, N Y. Grand.
S Soranson, hf, Curran D G Co, Waterbury, Conn. Great Northern.
F J Neuhausel, t, Neuhausel Bros, Toledo, O. Wallick.
S Hopkins, t, Lowell, Mass. Continental.
T Currie, hf, Memphis, Tenn. Park ave.
A Griffith, hf, Sioux City, Ia. 329 Broadway.
W H Clark, hf, c, Howland Dry Goods Co, Bridgeport, Conn. 404 Fourth ave.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Another conference between glass manufacturers and workers just concluded here has resulted in the blowers and blockers in the paste mold department being given an increase of 20 per cent. The wage question in this department had been hanging fire since the July conference at Atlantic City, the advances then offered these workers being rejected. This increase will result in many of these operatives receiving from $7 to $10 per day, it is said. In all departments of glass making the workers are now receiving the highest wages in the history of the trade.

No information has yet been given out concerning the reduction of the glassware outpnt. Committees appointed recently to go over the lists of items continue at their tasks, and their reports will be filed with the officials at Washington within a few days. These will have to be duly considered, and it may be some time before the manufactnrers are advised concerning their future programme.

Very little demand exists for the higher-priced lines of blown end cut ware.

The lighting glassware business continues to show a fair degree of activity.

The lines of glass in heaviest demand from the factories are jugs, tumblers, molasses cans, salts and peppers, and similar items of utility.

An agreement has been reached between manufacturers and workers that hereafter in those departments where production has been limited the latter will endeavor to increase their output 50 per cent over the listed making list.

An extensive line of cut glass and novelties is now being shown here permanently by the A. C. McClurg Co. on the fifth floor of the Century Building, Sandusky street, with F. R. Hale in charge. A complete line of toys, including over 400 samples of dolls, is displayed.

A. R. Lazure, general superintendent of the Gas City, Ind., factory of the United States Glass Co , has returned home after spending several days at headquarters.

While some holiday shopping is already in evidence, the demand for glassware in local department stores is rather quiet.

Small buyers from nearby towns have been visiting the local market with considerable frequency of late, calling mainly at the jobbing houses. In a number of instances their purchases this season exceed those of a year ago. However, many of them are cautious, and no disposition is shown to overstock This small trade seem content to turn over stocks quickly, and only buy when they have knowledge that merchandise can be had at once.

The movement of carlot freight on the Cleveland and Pittsburgh division of the Pennsylvania Railroad is now going on both East and West. Carlots may now be shipped without first having to obtain a permit.

There was a very small attendance at the quarterly meeting of the glass manufacturers here last week. The session was very brief and only routine matters were discussed.

A cash dividend of two per cent has been ordered paid by the Fostoria Glass Co , Moundsville, W. Va , November 21. Shares of this company are now being quoted on the Wheeling Stock Exchange at 110.

With the authorities at Washington intimating that production of pottery and glass may be still further decreased, manufacturers are very much at

sea just now concerning making an exhibit of their lines in hotels here in January.

Prices of all materials entering into the manufacturing of glassware continue to advance, and the end is not in sight

Practically every department of the Government is now a buyer of glassware. Manufacturers in this territory have business on file from the aviation, chemical, housing and Quartermaster's departments, to say nothing of the navy's requirements. Many special lines are being ordered by the different departments.

SALES OF WAR SAVINGS STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2025	4098	$9,549 75
Strobel & Wilken Co			9,378.34
L. Straus & Sons	909	2921	4,620.68
Morimura Bros	359	8704	3,659.32
Edward Boote	375	1607	1,969.55
Herman C. Kupper	348	809	1,942.25
Higgins & Seiter, Inc.	270	1760	1,790.00
U. S. Glass Co	291	1355	1,600.00
Leo Schlesinger Co			1,513.50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,108 81
J. H. Venon, Inc	207	371	973 40
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
Lowenfels & Co			665.19
H. G. McFaddin & Co	150	100	647.50
Fensterer & Ruhe	119	590	636.88
O'Gorman Pub. Co	124	250	601.35
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Empire China Works	71	851	508.11
M. Herbert Co	9	1641	450.10
Benjamin Griffen	43	1021	435.31
A. J. Fondeville & Co	71	525	428 30
Baker & Bennett	100	26	424.50
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
J. Wedgwood & Sons	69	411	391.95
Theo. Haviland	73	292	379.49
Bryce Bros	73	286	376.67
H. Brand	74	241	369.46
James M. Shaw & Co	54	436	332.94
Wm. Dougherty	65	180	316.70
Edward B. Dickinson	33	502	279.93
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	$ 239.50
Wm. H. Plummer & Co	39	224	219.25
Fostoria Glass Co	43	137	212.56
Vogt & Dose	20	468	201.20
C. H. & E. S. Goldberg	37	168	196.83
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co		752	188.00
John Simmons & Co	27	288	184.05
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
Jas. S. Barron Co	34	86	162.60
C. Dorflinger & Sons	24	218	154.44
G. W. Wineberg	37		154.29
Paul A. Straub & Co	20	222	139.30
Calumet Mfg. Co	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co			126.50
Edw. D. Soule		431	107.75
Henry Birn & Sons	20	90	106.90
Gudeman & Co	7	289	101.39
Rich & Fisher	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52.35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Frank & Danziger, Inc.	9	10	39.85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Ko Kozai		58	14.50
B. Illfelder & Co	1	37	13.40
Tashjian Bros		45	11.25

STORE DOOR DELIVERY TO COME.

IT begins to look as though the project for "store door delivery" will be in operation in this city before many weeks.

The general proposition was well received when it was first broached. Everyone realized the need of preventing the congestion at freight terminals which was so serious last winter. When it came, however, to the practical application of the plan, a lot of difficulties presented themselves. To carry it out it was necessary to secure a combination of the trucking facilities and to lay

Continued on page 22.

SEMI VITREOUS
EDWIN M KNOWLES CHINA CO.

THE

Edwin M. Knowles China Co.

East Liverpool, Ohio.

Mayflower Shape.

Mt. Vernon (Fancy).

Cumberland (Plain).

Hotel Welt Edge.

out the city in zones of action. Then came the matter of fixing cartage rates. A tentative schedule was presented which brought at once a flood of objections. Truckmen thought they would be discriminated against and that the big concerns would have an advantage over the smaller ones. Business firms made some calculations, and discovered, or thought they did, that their cartage charges would be most exorbitant. They insisted that these charges would be so high as to make it impossible to do certain kinds of business in this city against the competition of other cities.

Hearings have been had, and all sides to the controversy have had the chance of presenting their views and suggestions. As a result the indications now are that the difficulties have been smoothed out and that the new delivery system will shortly be started with the accompaniment of the good-will of all parties in interest.

SALESMEN'S BOARD MEETING.

AT a meeting of the Board of Management of the Pottery, Glass and Brass Salesmen's Association on Monday Thomas G. Jones was selected as a director to fill out the unexpired term of W. W. Magee. At the same time a committee was appointed to draw up appropriate resolutions on the death of Mr. Magee. Besides other business transacted, it was voted to convert the $12,000 worth of Liberty Bonds held by the Association from the second issue, paying four per cent, to the third, paying four and one-quarter. Henry Dalpayrat, with L. D. Bloch & Co., was elected to membership, and three death claims were ordered paid.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

To Manufacturers.

AFTER THE WAR, OR WHENEVER YOU CAN DELIVER THE GOODS, WRITE SIDNEY N. SCHARFF & CO., 804 VICTORIA BUILDING, ST. LOUIS, MO., MANUFACTURERS' AGENTS. REFERENCES? YES, THE BEST.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

REPRESENTATION WANTED—By a company that has some of the best decorated glassware on the market. Goods that sell to the finest, and some to the ten-cent, trade. Orders can be secured in every town. Want first-class commission men only in the following territories: Chicago, South, Middle West, and Pacific Coast. For further particulars address A-500, this office.

WANTED TO PURCHASE.

WANTED at once, a second-hand upright sagger pug mill. Must be in good condition. In answering, give lowest cash price. Box B-3, this office.

WANTED at once, large size ball mill. Patterson preferred. Must be in good condition. Give lowest cash price. Address A 183, this office.

Glass Paper Weight.

MADE BY

Lancaster Glass Co.,

LANCASTER, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 7, 1918.

CONDITION OF TRADE.

New York

In ordinary years business would be booming at this time. Needless to state, there is no boom now. People have not yet recovered from the strain of the Liberty Loan, and while the influenza epidemic is abating, its influence is still keenly felt. Trade has fallen off, and some cancellations are reported. This is a great mistake. A lull in business for a short time is to be expected. But a bigger trade with high prices is sure to follow.

Retail trade in localities near which munition plants are situated is as good as ever. The same can not be said of the larger cities. Here the elections undoubtedly had a bad effect. Politics were not an important factor until two weeks ago; then everybody began to talk politics; even the women, the buying power for the home, being drawn into the maelstrom. Now that the elections are over it is devoutly to be hoped that business will resume its natural course.

The English importers have booked most of their fall business, and are not expecting much for the next few weeks. The men on the road did fairly well, but are finding trade quieter now. English goods continue to arrive pretty regularly, but not in such large quantities as they did earlier.

The French china importers could do a big business if they could only get the goods. The arrivals are distressingly slow; but there are hopes that more will come from now on.

The American potters are in a condition where they do not care very much whether orders come in or not. In fact, they would rather like a chance to catch up a little and straighten out their order files. With the curtailment in product ordered by the Government, the output available for the regular trade is rather small. Peace will not shut off Government requisitions for some time to come; but at least the orders will not increase, as they would if the war had been prolonged.

The glass manufacturers are still busy on some lines and very dull on others. Most of them are revising their catalogues to conform with the limitations ordered from Washington. It is a big job, and when completed will prove a blessing. It is to be hoped that never again will there be as many shapes, sizes and patterns. Buyers, who are largely to blame for the duplications, will find that they can get along just as well without so many lines.

Manufacturers of bar goods are wondering how peace will affect their business. The present prohibition measure is for "the period of the war." If peace comes now many calculations will be upset. Of course they have to face national prohibition; but that has not come yet, and there may be an opportunity to market many goods.

Pittsburgh and Vicinity

Business in the glass trade shows little if any change from that of last week. The general tendency is to buy only items of general utility. There is practically no demand just now for the higher-

priced lines. Jugs, tumblers and other staples are in liberal requirement.

East Liverpool and Vicinity

There is little change in the business situation. Mail business continues good, except from those districts which have been badly hit by the influenza epidemic. Staples are in very urgent request, and open stock dinnerware is also having an active movement.

AT CHICAGO.

THE possibility of the war's end is acting as a stimulant to business here. The members of the trade realize that peace will bring its difficulties as well as its blessings, but they believe that the troubles of peace will be less in comparison than those which they have endured in wartime. Manufacturers' agents in particular hold to the opinion that following the cessation of hostilities there will be a short period of waiting among buyers, in anticipation of lower prices, but that in a short time, owing to their low stocks, these same buyers will of necessity be p'acing orders, and regardless of price. And advices from their factories lead them to believe that there can be no material reduction in the price of merchandise for an entire year after the conclusion of peace.

* *

A canvass of the local trade shows strong hostility to goods of German manufacture, and it is thought that they will not appear on the counters of the stores here for many years. Representatives of German lines before the war declare that under no consideration will they again represent them. Jobbers state that they have rooted German goods from their stocks and will not handle them again.

* *

Lieut. Eugene Jones, whose aeroplane was brought down on the western front September 13, is said to have fallen behind the German lines, and there is therefore a small degree of uncertainty as to his death. His father, Ira A. Jones, however, has just received a letter from one of his son's brother officers of the 103d Aero Squadron which leaves no question in his own mind but that his son has met a hero's death.

* *

Among the factory men expected in the city during next week is Ed Downey, of the Brush-McCoy Pottery Co.

* *

Sumner Fauley, representing S. A. Weller, passed through Chicago last week on his Western trip.

* *

According to word reaching this city, it will be impossible in the near future to obtain blanks for cut baskets, as well as many other shapes regarded as non-essential. Even the declaration of peace will see no immediate let-up in the Government's war programme, it is declared.

* *

E. H. Chapman, of Merrill, Greer & Chapman, St. Paul, paid a visit to the city during the week.

* *

J. E. Boring, representative of the Crooksville (O.) China Co., has returned from a business trip through Indiana.

* *

The Chicago crockery and glass trade may have a bowling team this winter, if present plans do not miss fire. The team will include both buyers and salesmen, and will represent the trade in contests with the teams of other lines of business. The trade has a number of good bowlers, among them Frank Tinker, Peter Rinkin and Sam Natkin.

* *

George H. Bowman, of the George H. Bowman Co., Cleveland, is expected to visit the Chicago office within the next few days.

* *

John Jacklin, buyer for Harris, Emery & Stone, Des Moines, Ia., was in the city on a buying trip last week.

* *

Phil Cohen, buyer for Hillman's, is planning to add a number of new lines of glassware to his department the first of next year.

* *

E. W. Merrill, of the New England Furniture and Carpet Co., Minneapolis, Minn., passed through the city last week on his way East. He is buying china and glassware.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

H Weiner, hf, Boston. Broadway Central.
C Bailey, hf, Wallingford, Conn. Park ave.
G Dihm, hf, Pittsburgh. Holland House.
H Holmes, hf, Philadelphia. Breslin.
C H Cohen, t, N Shure Co, Chicago. 864 Broadway.
H Leonard, hf, Middletown, Conn. Continental.
E Hanson, t, Montgomery, Ward & Co, Chicago. 306 Sixth ave.
H Sykes, hf, Kalamazoo, Mich. Latham.
G A Dahlgren, hf, A M Rothschild & Co, Chicago. 470 Fourth ave.
H Cohen, hf, Boston. Continental.
A H Schwartz, t, s, Heyn's Bazaar Co, Detroit. 37 West 26th.
J W Waldorf, c, g, Hochschild, Kohn & Co, Baltimore. 230 Fifth ave.
G H Guest, hf, S M Averill, l, and W J Brooks, s, Jordan-Marsh Co, Boston. 432 Fourth ave.

F L Gavitt, c, g, H B Gavitt & Co, Westerly, R I. Continental.

L Metzenberg. s, Sears, Roebuck & Co, Chicago. 115 Fifth ave.

J W Horne, t, Kaufman Dept Store, Pittsburgh. 1261 Broadway.

MAY BE SOLD BEFORE CHRISTMAS.

THE rumor that has been current in import and Customs circles during the past week to the effect that Butler Bros. were the first to enter the German toys which arrived at this port recently from Holland, despite their published statement that they would not accept the goods in question, was explained yesterday by a Customs official having full knowledge of the entire proceedings. It seems, according to this official, that Butler Bros. did make entry at the Custom House when the goods arrived here, but immediately following an official abandonment was made, thereby turning the goods over to the Government.

When an importer abandons his merchandise the Government may then sell the goods at public auction and retain the proceeds. In the case of unclaimed goods the Government must wait one year before disposing of them at public auction, and then, if the importer is known, the proceeds are given to him after storage charges, duty and other expenses have been deducted.

No decision has been reached with regard to the Butler Bros'. goods. As this case involves certain peculiarities, more consideration will be given than under normal conditions. It may be, however, that the toys will be auctioned before the holidays.

MPORTANCE OF ANNEALING.

THE average person considers the forming of a bottle the answer to its success or failure; but another step follows immediately after the bottle is produced, and if it is not well handled it can nullify everything good up to that point. This is the annealing or tempering process.

The bottle is made in a very few seconds after the molten glass is drawn from the furnace, and the transformation of that bulb of what appears to be red-hot taffy into a clear, brilliant glass bottle in such a short time is a marvelous thing to those who watch the process.

It is immediately delivered from the blowing machine, says a writer in "Bottles," a publication issued by the Illinois Glass Co., Alton, Ill., and to all appearances is ready for immediate use, but, while it has its shape, it is not yet complete. It is still very hot, but cooling at a rapid rate, and the glass being composed of tiny molecules, these must amalgamate, during the cooling process, in such a way that there will be no strain of one section of the glass against another, and this cooling process must be regulated, which makes the lehrs necessary.

These are long heated ovens, the end into which the bottle is immediately placed having a temperature very close to the freshly-blown bottle, and consisting of a long series of pans attached to an endless chain—as the bottles are slowly drawn through the temperature is reduced a few degrees every few feet.

If everything is successfully handled the bottle cools equally on the inside and outside, and when delivered at the end the temperature of the entire bottle is reduced to that of the surrounding atmosphere, the glass has finished its selling process, and there is no strain upon the bottle other than the natural atmospheric pressure.

From this on the bottle will stand a liberal strain of heat and cold, although there are limits beyond which it will burst.

The action of glass when untempered or unannealed is peculiar, and bottles that have not gone through this process may retain their shape apparently indefinitely, and suddenly without any apparent provocation burst into pieces.

OBITUARY.

WM. J. STUCKERT, factory superintendent of the John B. Higbee Glass Co., Bridgeville, Pa., died of pneumonia October 30, aged fifty-five. Mr. Stuckert was one of the old-timers in the glass business, starting in it in 1878 and working up through the different branches as gatherer, presser, handler and finisher. He was for a number of years night foreman at the plant of the Bryce-Higbee Co., at Homestead. In 1907, when the John B. Higbee Glass Co. was organized, he went with it as superintendent. He leaves a son, Wm. P. Stuckert, who is assistant to Ira M. Clarke, the general manager of the John B. Higbee Glass Co.

Harry A. Stevens, lieutenant B Co., Fifth Machine Gun Battalion, formerly salesman for the Trenton Potteries Co., was killed in action October 3. Lieutenant Stevens was commissioned at Plattsburg. A brother, Lieutenant Edgar Stevens, is in the air service.

A. H. Thiele, of A. H. Thiele & Co., manufacturers' agents in this city for enameled ware, died on Saturday last, after a short illness, from influenza. He was only thirty-five, and had a bright career before him. He had a host of friends, and was exceedingly popular with the other occupants of 200 Fifth avenue, to whom his death came as a great shock. He was

formerly with Borgfeldt & Co.; left them to go with the New England Enameling and Stamping Co., and later started for himself.

Lieut. Eugene Jones, son of Ira A. Jones, Chicago, is reported to have been killed in action Sept. 13 on the western battle front. Before entering the service he was a salesman for the Ira A. Jones Co., and will be remembered by many to whom the news will bring great sorrow.

Word was received on Thursday, November 7, by Geo. B. Jones, New York representative of Johnson Bros., Hanley, England, that Leslie Johnson, eighth son of Robt. Johnson, of the above firm, was killed in action on October 14. Leslie was wounded on October 13, 1915, and had twenty-two pieces of shrapnel taken from him. He went home, and after convalescing returned to the army, to meet his death at the age of twenty-eight. He was first reported as missing. He was a member of the firm of Alfred Meakin, Ltd., and a brother of Ernest Johnson, of Johnson Bros. Leslie was a fine specimen of the English gentry class. He was a lovable fellow, of fine appearance, and a good business man. The trade in this country sympathizes deeply with his family in their bereavement.

A RECORD-BREAKING YEAR.

THE makers of pottery in the United States reported another record-breaking year in 1917 in value of output, which was $56,162,522, an increase of $7,945,280, or more than 16 per cent, over the value in 1916, according to figures compiled under the direction of Jefferson Middleton, of the United States Geological Survey, Department of the Interior. These figures of course include sanitary ware and all other kinds of clay products. The report goes on to say:

"The imports of pottery during the year were necessarily small, and the demand was fully equal to the largest domestic supply that would have been produced under normal conditions, but the American potters found it impossible to supply the demand. Though the value of the output was the largest yet recorded, the volume of the product was probably not so large as it had been in some other years. Few plants, if any, ran to capacity, and many of them did not market more than three-fourths of their normal output. The increased cost of labor and raw materials made it necessary to fix higher prices for the wares than those that have prevailed in the last few years. The imports showed an increase over those of 1916, but were much below normal imports before the war. This increase was due chiefly to greater imports from Japan, whose wares are now finding a larger market in the United States.

"Notwithstanding the handicaps which the pottery industry suffered in 1917, greater efforts were made to place the industry on a firmer foundation than ever. Realizing that after the war he will have the keenest competition, and knowing that in order to hold his present trade he must not only make ware of superior quality, but must be able to undersell all foreign competitors, the American potter has begun to study not only how to improve the quality of his ware, but to find or devise labor-saving machines and improved kilns. The report of the United States Potters' Association shows that a number of such devices that give promise of lowering the cost of labor and fuel were introduced in 1917 or were being successfully developed. Among these devices are sagger-machines, a conveyer type of stove, a casting process that makes large production possible by unskilled labor, and down-draft and tunnel kilns that insure a large saving of fuel.

"The effort to establish in the Southern States a pottery for the manufacture of high-grade ware has, after many years, at last been successful. In 1917, for the first time, white ware was manufactured in the South. The Southern Potteries (Inc.,) began to operate at Erwin, Tenn., a 10-kiln plant for the manufacture of semi-vitreous porcelain tableware, using domestic clays exclusively.

"Another milestone in the pottery industry was the establishment in 1917 at East Liverpool, Ohio, by Ernest Reinhardt, of the Bisque Novelty Co., of a pottery for making bisque doll heads. Since the imports of toys from Germany have been cut off efforts have been made, with more or less success, to produce dolls and doll heads of various materials, but it remained for Mr. Reinhardt, formerly connected with the doll-head making industry in Germany, to produce bisque doll heads on a commercial scale in the United States. Mr Reinhardt started his work in a small way in Philadelphia soon after the war began, and in 1917 he removed to East Liverpool, Ohio, where, if his plans are carried out, bisque doll heads will be made in large quantity.

"Another important development in the pottery industry of the United States is the production of chemical porcelain, the manufacture of which in this country was considered impossible before the war. Several operators are now making chemical porcelain which satisfactorily meets the exacting requirements of the laboratory.

In 1917 the value of the output of every variety of pottery classified by the Geological Survey, except red earthenware, was greater than in 1916. White ware showed the largest increase—$2,729,079, or 15 per cent. Porcelain electrical supplies also showed a large increase—$2,417,166, or 34 per cent. China, the highest grade of pottery, has been a minor product in value,

yet its value in 1917 showed an increase of $1,327,534, or 38 per cent, compared with 1916. Its value in 1917 was nearly twice as great as in 1913.

"The value of white ware, including china, which comprises the general household wares and constitutes more than 45 per cent of the value of all pottery, was $25,726,375 in 1917, an increase of $4,056,613, or 19 per cent, over 1916. If to this sum is added the value of the high-grade products sanitary ware and porcelain electrical supplies, the total value in 1917 was $47,814,-178, or $7,998,579 more than 1916.

"In 1917 one State, Florida, was added to the 37 States already producing pottery. The value of the wares made ranged from $21,353,706 in Ohio to a few hundred dollars in Montana and Porto Rico. The value of Ohio's pottery products in 1917 increased $1,-912,173, or nearly 10 per cent, over that of 1916, and constituted 38 per cent of the value of the output of the entire country. Ohio's principal product is white ware, the output of which in 1917 was valued at $13,222,826, or 62 per cent of the value of the State's entire output, and nearly two-thirds (63 per cent) of the value of the output of white ware in the United States. New Jersey is the second largest pottery-producing State, its pottery wares marketed in 1917 being valued at $12,535,-843, which is 22 per cent of the value of the product of the entire country, and an increase of $1,470,965, or 13 per cent, over the value in 1916. New Jersey's principal product is sanitary ware, the output of which in 1917 was valued at $7,202,671, which was 57 per cent of the value of its entire pottery output in that year and the same percentage of the value of the sanitary ware produced in the whole country. New Jersey is the principal producer of china, but is closely followed by New York. West Virginia was third in rank among pottery-producing States in 1917, its marketed pottery wares in that year being valued at $7,243,900, an increase of $1,463,047, or 25 per cent, over 1916. Its principal product is white ware, valued at $4,421,017. In 1917 New Jersey, Ohio, and Pennsylvania each reported every kind of pottery classified in the report of the Geological Survey, and New York reported every kind except stoneware.

"The value of the pottery imported in 1917 was $6,333,314, an increase of $732,729, or 13 per cent, over 1916. The value of the domestic pottery exported in 1917 was $1,551,983, an increase of $475,411, or 44 per cent, over 1916. The imports consist almost entirely of high-grade ware, 92 per cent of the value of the imports in 1917 being of that kind, but the exports of pottery are chiefly the lower grades of ware.

"The value of the pottery imported into the United States in 1917 added to that of the domestic pottery produced makes a total of $62,495,836. By deducting from this total the value of the exports of domestic ware, $1,551,983, and of the re-exports of foreign ware, $25,926, it is seen that the value of the apparent net consumption was $60,917,927, of which the domestic production was 92 per cent. This percentage is the same as that in 1916, which was the highest rate yet attained."

FAILURE IN FIXTURE TRADE.

THE Cassidy & Son Mfg. Co., lighting fixtures, at No. 101 Park avenue, this city, with factory in Long Island City, has filed a petition in bankruptcy, with liabilities $87,270 and assets $239,074, consisting of stock, $80,000; machinery and plant, $45,585; models, patterns, etc., $45,957; office furniture and fixtures, $14,532; accounts, $48,873; cash, $2,995; and Liberty bonds, $1,200.

Judge Hand has appointed Chas. Burlingham, Jr., Donald C. Uhleman and George W. Cassidy receivers.

It is stated that the company has orders on hand for $100,000, against which it has made large purchases of materials and spent considerable money in special machinery and dies. The company has a contract with the United States Government of $50,000 for war work and supplies.

EARLY AMERICAN POTTERY.

THE collection of early American pottery formed by her late husband has been given by Mrs. Albert Hastings Pitkin to the Wadsworth Athenæum, Hartford, Conn., "as a memorial to her husband and his work for seven years as honorary and general curator of the Wadsworth Athenæum, and as a token of his association with the Athenæum and of his regard and esteem for its officers and for all connected with it who were co-laborers with him there."

Mr. Pitkin specialized in the study of early American pottery and was widely known in this country and Europe as an expert on the subject. He began his collection in 1884. The examples in the collection date from 1771 to 1850, and include various specimens of the most characteristic workmanship and glazes.

The collection is especially rich in examples of the New England potteries of the last half of the eighteenth century. It comprises over 100 pieces of the celebrated Bennington ware. This section of the collection is composed of Parian pitchers, mantel ornaments, escutcheons, vases and jugs. There are several examples of white granite ware, Toby bottles, mugs, cow creamers, poodle dogs, tea sets, hound-handled pitchers and the so-called book bottles. The glazes are in mahogany browns, greens, olives, blues and oranges, many of these being rich, even, and velvety in quality. The Bennington ware is usually classified as Rockingham,

cream, Parian, flint enamel, lava or raddled, marbled, and white granite.

The Bennington pottery was established in the first years of the nineteenth century at Bennington, Vt , by John Norton. He brought over from Belgium, Germany and Staffordshire, England, skilled workmen who produced many pieces of distinguished beauty.

The Pitkin collection is well known to amateurs of pottery, and it has been sought for by several of the large art museums in this country. Twenty pieces of red ware made in Maine, Massachusetts, Connecticut, Pennsylvania and New Jersey were lent by Mr. Pitkin to the Hudson-Fulton loan exhibition in the Metropolitan Museum of Art in 1909.

HELP SCARCE IN DEPARTMENT STORES.

ALTHOUGH the retail merchants of the country have agreed with the Council of National Defense not to employ more help during the Christmas season than they have in their establishments on an average throughout the year, many of the department stores are finding it difficult even to maintain their forces up to that average. At the same time the standard of efficiency of the help now available is said not to be as high as it might be. This is true not necessarily because of any lack of inherent ability on the part of these girls and women, but rather because of their inexperience.

"I do not believe," said the head of a representative New York department store to a "Times" reporter recently, "that we have ever in all our history had such a high percentage of inexperienced girls and women behind our counters. Though it is perhaps true that many of these salespeople are of a keener intelligence, are more educated, and perhaps have a higher degree of refinement than had the average run of our help before the war, until they have become more versed in the ways of salesmanship, not from talks and books and the many meetings we hold for their benefit, but from actual experience, and until they are more familiar with such minor and purely mechanical details as are involved in the mere clerical work behind all sales, they cannot render as efficient service to us as we would like. Therefore we hope that the public this year, more than at any other Christmas season in the past, will bear with us. In this connection I might add that the public will be doing themselves no less than us a great service by heeding the many urgent appeals for early Christmas shopping.

"I know of one store in town which not long ago lost about 500 of its salesgirls overnight. Such a thing would be a serious matter at any time and under any conditions, but just at the approach of the fall season and the holiday trade, with the scarcity of help as acute as it is now, it amounts almost to a calamity. So large a number of employees cannot be replaced in a day, or, for that matter, in a week, and certainly they cannot be replaced under present conditions with experienced workers. In such a case as this girls 14 and 15 years old who never worked before are taken, though those who left and whose places must be filled were probably most of them full-grown women with at least some experience to back them up. We have, right in our own store, many such girls. Before the war, girls of this age and even older were glad to start in as cash girls at $3.50 a week and work up gradually, To-day they turn up their noses at being called 'cash girls,' and even the $7 and $8 a week we now pay these girls for this work does not overwhelm them any. We must advance them rapidly to still higher wages or lose them almost before they are thoroughly familiar with our ways of doing things.

"Though the popular belief is that the Government is drawing retail help away from the stores, this is not altogether true. It works indirectly. Retailers lose most of their help to offices from which girls have gone to take up Government work. For instance, posters were displayed recently all over the city proclaiming that the Government wanted thousands of girl typists. A salary of $1,100 yearly was to be paid, and it was said that this would be increased in a very short time to $1,200. A knowledge of stenography was not required. As a rule, girls in department stores would not be able to pass the requirements for filling these positions with the Government until they had had some greater experience with typewriters. But office girls throughout the city responded to the posters, leaving $14, $16 and $18 a week jobs for the better-paying Washington work. With the ensuing need for office girls, it was not difficult for salesgirls and even cash girls with almost no typewriting experience to get these better-paying office jobs. In this way the retailers of the city lost a good many of their young salesgirls, cash girls, and quite a few who had been in the business for several years. The larger salary and the greater dignity of being an office girl, and therefore a 'business woman,' are too great temptations to be put aside. Is it any wonder that, under these circumstances, we are finding it difficult simply to maintain our forces up to the average number of employes working throughout the year?

"As for errand boys, they are entirely of the past. They are simply not obtainable, that is all. One might just as well stop trying to get boys. We are taking on for much of this work old men, who, perhaps, are not able to do very much and who would be glad of an opportunity to earn a little something. They are paid about $14 a week, the work is light and easy, and it is something for them to do and to earn. This is several times as much as we used to pay boys in normal times

who did considerably more work and did it faster. Still, this salary is not enough to attract and hold boys today.

"It is in times like these that the stores which have been able to get the good will of their employes will reap their harvests. The employer who keeps in close personal touch with his help, who takes an interest in their affairs and, if occasion arises, gives them a little help, is the one who is going to be the least disturbed of any with the help question during these times of shifting workers."

AROUND THE GLASS FACTORIES.

Pittsburgh and Vicinity

As stated in our last issue, Samuel Irvine, receiver for the John B. Higbee Glass Co., Bridgeville, Pa., has received an offer from the General Electric Co. to buy the plant and ground of the concern for $90,000. The General Electric Co. some months ago acquired the output of the Rochester Tumbler Co., at Rochester, Pa., which is now confining its business to the manufacturing of bulbs.

Glass manufacturers continue to receive inquiries from foreign buyers. French, Italian and South African dealers are asking for lamps and household glassware of all kinds. Export sales managers say there is no end to the amount of business to be obtained if manufacturing and shipping conditions rendered it possible. As it is, many orders have to be declined.

Some departments of the Government which have been buying certain lines of glass products through jobbing houses have notified manufacturers that hereafter it is their desire to deal direct with the factories. One manufacturer was instructed to present samples of particular items at once, so that orders could be given.

An unconfirmed report has reached the office of the United States Glass Co. that Lawrence Kinet, formerly of its sales department, as accounted for five enemy planes and is therefore an "ace."

The selling prices of glassware, so far as the general line is concerned, will continue on the same basis until Nov. 30 as prevailed during October. Notices to this effect are being sent to buyers.

Display jars and food containers have been in very good demand of late, several of the larger packing concerns having been quite active in buying these lines.

The closing of soda fountains in some of the larger cities on account of the influenza has had its effect on orders for soda fountain supplies in most all glass factories. The confectionery and drug jobbers which handle these lines have been unable to move their stocks, and therefore not in position to buy more from the factories.

Clyde Hartman, of the sales department of the United States Glass Co., now at Camp Lee, Va., and who was recently advanced to corporal, is about to enter the officers' training camp.

UNITED WAR WORK.

A MEETING of the Crockery, Glass and Allied Trades is called by B. Rosenfeld, chairman, for Friday morning at eleven o'clock, in the rooms of the Crockery Board of Trade, to organize the United War Work Campaign. A representative of the Central Committee will address the meeting, and a large attendance is desired.

EXPERT ADVICE ON ADVERTISING.

IN an address recently made to a large gathering of business men in New York, Val Fisher, a member of the London Chamber of Commerce, of London, England, made some effective suggestions regarding advertising which are well worth consideration at this time. Mr. Fisher argued strongly against the idea—which has seemed to obtained some foothold—that it is necessary for business concerns to reduce or entirely discontinue advertising during dull periods. He asserted that business men should look beyond the immediate present and consider what might be accomplished in the future. It is bad business policy, he stated, to let either the name of a concern or of its products be forgotten. It takes years to build up a business and a good will, and all this work should not be lost.

Mr. Fisher ascribes the prosperous condition now prevailing in Great Britain, nothwithstanding the enormous demands for carrying on the war, to the increased expenditures that have been made for advertising, and cited one instance as follows:

"The experience of Britain's retail stores contains an object lesson which should not be lost upon the business men of America. During the first few months of the war many stores cut down their advertising. But Selfridge did not skip a single day. He used all the space the papers would allow him to use, and has continued to do so. The result was that Selfridge's profits during the first year of the war were $573,000; during the second year, $750,000, and during the third year, $1,125,000."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAQUES, INC.,

92 West Broadway, New York.

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United States	$2.00
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All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

NEW YORK, NOV. 7, 1918.

AT LAST!

WAR ON ALL GERMAN GOODS.

A MEETING of the members of patriotic and civic organizations interested in the move to keep German toys from American children and to stop dealing in all German-made goods will be held on Friday afternoon in the Chamber of Commerce Building, 65 Liberty street.

There are a lot of goods still lying at Rotterdam purchased by American merchants before we entered the war, and waiting to come over—china, glassware, textiles, laces, etc. How are they to be disposed of? It is hardly fair to expect the importers of these various commodities to lose the money they have invested. If the antipathy to the toys is to be extended to these and involve their destruction the burden of their loss should be distributed. A fund should be established to buy them. They might then be destroyed without entailing serious hurt to anyone.

TO CANCEL ORDERS NOW IS FOOLISH.

AN ungrounded fear that with the coming of peace there will be a falling off in business has caused some timorous souls to cancel their orders. Nothing could be more unwise. True, there may be a brief interim of dullness; but it will of necessity be brief. There is scarcely a household in the whole country that is not short of table furnishings, particularly teas, plates and tumblers. The shortage in china and earthenware amounts to over $40,000,000, and in glass to $15,000,000. Shortage in any commodity connotes demand, and demand as surely means good prices.

The dearth of man power precludes the possibility of even normal production for a long time. This applies to both foreign and domestic plants. In England and France the mortality has been very great, and many of the wounded will not be fit for work again. With the feeling against Germany, it is not likely that many goods will come from that country even if they could be produced, which is improbable, for Germany is worse off in man power than England or France, and is not in a position to make enough ware for home consumption, let alone sending any to us. What little there is in Holland ready to come over, supposing it to be sent, is only a flea-bite.

With such conditions, it is not wise to cancel orders. Every dollar's worth will be needed. Neither is it wise to stop ordering. On the contrary, dealers should order more, and prepare for big business.

PERSONAL.

WITH almost uncanny foresight E. W. Hammond has made many predictions about the war which have come true. He has not hesitated to foretell its termination, either. About the middle of September he predicted that all fighting would cease before January 1. Last week—and before the Austrian debacle, be it noted—he advanced the date, stating that hostilities would be at an end by Nov. 15. This prognostication having proved correct, the trade will probably lose him. As King of the Clairvoyants he will be instantly snapped up by somebody.

Leon Bloch, of L. D. Bloch & Co., came near losing a lot of furs and jewelry last week, but fortunately recovered the most of it. A maid in his employ was charged with the theft, and arrested. Most of the missing things were found in her room.

J. Carl Underwood and R. Kondo left on Sunday for Montreal as their first stop on a fortnight's trip to the principal cities of Canada in the interest of Takito, Ogawa & Co.

After spending two weeks in the city placing orders, Julius Himmelstern, of Himmelstern Bros., San Francisco, left for home on Friday.

"Boote boots two field goals in helping Wesleyan to bury Williams" is the headline in a New York paper describing the annual football game last Saturday of the two colleges, wherein Williams succumbed to the tune of 19—0. The brilliant left-footed kicker is the son of James B. Boote, the importer of English china. Besides being a star football player, he recently had the

honor of winning the William Day Leonard scholarship of $2,500 at the college.

Ernst Koscherak, of Koscherak Bros., is gradually recovering from his five weeks' illness from pneumonia. He sat up for a short while last Friday, for the first time.

H. Benedikt left last Saturday for Atlantic City for a complete rest from the worries incident to the life of a domestic pottery representative. Since his recent illness from influenza he has not regained his strength as rapidly as he should, and is hoping that the sea air will benefit him.

H. C. Fry, head of the H. C. Fry Glass Co., Rochester, Pa., paid a brief vist to New York last Friday and while here called on Frederick Skelton and C. H. Taylor. He is looking as hale and hearty as ever, and, what's better still, feels so.

Ramon Lomelin, Mexican representative for the United States Glass Co., who is in this country on a visit to the concern's headquarters in Pittsburgh, came on to New York last Saturday and dropped in for a chat with local manager Ed. Craig.

E. Torlotting, who has been ill for two weeks with the grip, as were also all the members of his family, was able to return to his desk on Monday, though still feeling somewhat shaky from the experience.

Percy N. Leyland, American representative for W. T. Copeland & Sons, England, is back at his headquarters here after making an extensive trip through the States in the interest of the concern.

Fred Brey's agreeable personality is missed this week at the establishment of B. F. Drakenfeld & Co. He is doing jury duty in the Bronx.

Maurice Smith, vice-president of the McKee Glass Co., Jeannette, Pa., arrived in town on Wednesday to confer with the factory's representative, Thos. G. Jones.

J. Meredith Miller is seeking to repair a run down condition amid the beautiful surroundings of the Pocono Mountains, having left on Sunday for Cresco, Pa., where he will spend a week or ten days enjoying the fine air as well as some good golf afforded by an excellent course.

Owing to the inability of Albert Rehberger, of the Saul Mfg. Co., to travel on account of his recent illness, his partner, Henry Saul, will make the territory through New York State and Pennsylvania during the next few weeks. Mr. Rehberger's condition is greatly improved, and he is able to take charge of office details, but it will probably be two or three months before he is his old self.

Joseph Hurd, of the W. S. Pitcairn Corporation, is down with a serious attack of influenza. He came home from St. Louis recently, not feeling very well, and after a few days at the wareroom had to give up entirely.

H. H. Henjes, with Theo. Haviland & Co., came home Monday from a Western trip. He found good business on the Pacific Coast, but in the South, owing to the influenza, it was poor. He will go out again in a few days. Mr. Henjes lives near the scene of the B. R. T. accident which shocked New York last week, and was active in rescuing people. He says it was a most awful experience.

CAN WOMEN ACT AS FLOOR MANAGERS?

ONE of the most active topics of discussion in retail trade circles these days is the probable effect on the stores of the country that the extension of the draft ages will have. Not only does this discussion take into consideration men who will be so classified that they will be inducted into military service almost at once, but also those men who, though they are given deferred classification because of dependents, will be affected by the extension of the "work or fight" order to include store employees of eighteen to forty-five.

Under particular discussion is the question of filling the places of floor men or section managers, provided the operations of the extended draft and its governing regulations require men under forty-six to seek new positions or enter service. One store manager said recently to a "Times" reporter that it was difficult to make "floor men" of women, and that only about once in ten years was one found who naturally possessed the qualifications required by holders of these positions. He admitted, however, that when such a woman is found she is not only as good as the average man employed in positions of this kind, but better than some.

"One of the chief functions of the floor man is to see that customers are waited on," he continued. "To do this he must keep moving around the territory under his charge, which naturally means that he must be on his feet for long periods. In this respect women are less capable than men. They cannot, and cannot be expected to, remain standing for hours at a time. If anyone wants to argue this point, let him read the law requiring the stores to provide seats for the girls back of the counters.

"If I were to cite an argument other than physical against the general use of women in floor positions, I would say that too many of them lack the business instincts that would make them successful in that work. I have found here that women who have real responsibilities, particularly women who have others dependent upon them, turn out best. It might be possible to recruit enough of these women from behind the counters and other sources to fill any floor vacancies the enlarged draft may bring, and it might not. Time alone will tell."

An executive of another establishment, which has several floor women, was of the opinion that the stores would suffer, under the circumstances outlined above, only if they were unable to get enough women capable of filling the positions in question. This man asserted that there is no reason why a woman, properly trained, could not do the work as effectively as a man, and he agreed with the manager previously quoted that in some departments they are more capable. He said that women floor employees probably are not paid as much as the men now, but that this situation would take care of itself if any extended replacement of men workers became necessary. He seemed to think that women would have even better control over the girl workers than men, through a better understanding of their needs, trend of thought, etc.

As to the possibilities of a customer's unwillingness to take a floor woman's word as final in disputes involving merchandise or store service, with the result that the "men higher up" would be overwhelmed with work of minor importance, the executive referred to said that this is too often the case now, even with floor men. The whole thing, he said, revolved around the personality and ability of the employee, and his or her power of making a decision and showing the customer why it is the right one.

In a third case, one of the best-known executives in the city gave his opinion as being that, with the exception of certain departments, floor men are absolutely essential to the success of any big store. "Ask any girl behind a counter," he went on, "and she will tell you that ninety per cent of the women customers of any store come pretty close to being 'impossible.' If they have good manners when they enter the store, they forget them as soon as they start to buy anything. They say and do things they would never think of anywhere else, not only to the salesgirls, but to each other. Some kind of a balance wheel is necessary, and that, in a sense, is what the floor man is. A woman in a similar position would not do at all in most cases. There is no reason to believe that women customers are going to treat a female employee in front of a counter any better than they treat those behind one.

"To substitute women for men in floor positions generally, unless it becomes imperative, is, in my opinion, wrong, and cannot help but result in confusion and loss of trade. Particularly would this be true of departments located on the main floor, where the crowds and confusion are greatest, and where the strain on the floor workers' strength, patience and tact is most marked. The average store has too much at stake to make the change without some compelling reason."

MILTON C. HILL IN THE THICK OF IT.

Liverpool Merchants Hospital,
France, Oct. 24, 1918.

Dear Mr. Demarest: As I feel pretty good today, I thought I'd write you a short letter. At present, as you can see by the heading, I am in the hospital. Nothing very serious. Influenza, which if not taken care of may prove serious; but I sure am well taken care of here.

Since you last heard from me I have had some rather exciting times. I suppose you are anxious to hear some of my adventures since I hit France.

Well, to begin with, we had about a month's training, and then into the line we went. The first few nights were all right; but there was a Prussian sniper who made us keep our heads down all the time. Well, you know a Yank. It got the fellows' goats; so they made up a patrol of five men who went out and watched for the flash of his rifle. They did not have long to wait. In about two hours they came back with his helmet and rifle. They had surprised him and killed with the bayonet; and they were all greenhorns at the game, too.

It was a few mornings later that we went over the top. Since then we have "gone over" five times; and, believe me, it is not a pleasant feeling to see your comrades falling alongside of you and to hear those machine gun bullets whizz by. I seem to have had a charmed life.

I suppose you have heard that I am a Lewis machine gunner. It is not the most pleasant job in the world. Snipers have a bad habit of looking for machine guns when we go over. It's all different now, however. We can't get in contact with Heinie, he retreats so fast. I guess it won't be long before we'll all be home again in dear old New York.

Well, good by! Hoping the paper is going well and that you are in the best of health, I beg to remain,

Very sincerely.

Milton C. Hill.
Formerly with U. S. Glass Co.

BUSINESS IN THE TRENCHES.

An advertisement in "Reveille," the paper published by the 165th Regiment, somewhere in France, reads as follows:

> Will trade—One pair of heliotrope hose supporters in holly-decorated box; two pairs of gold cuff links engraved "To Our Soldier Boy;" a dead wrist watch; seven neckties, color scheme ranging from cognac to plain black, together with six classy Christmas cards and some sob stuff about the "Brave Lads in Khaki;" three bottles of black shoe polish entwined with mistletoe. Will trade the whole batch for a can of perfectly reliable insect powder.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

UPON the belief that in the coming holiday season the public will make presents inclining to the useful as well as ornamental, manufacturers of lamps, both in wood and metal, feel that their goods will find a good demand. Shades in silk and decorated parchment for use in connection with iron lamp bases and other types are expected to be largely favored, if the briskness of the industry at present is any indication.

Among the unusually interesting things included by the Tajimi Co., 597 Broadway, in their reduction sale preparatory to removing uptown are any number of attractive styles in lamps and lamp bases in pottery, bronze, etc. All have a certain artistic touch that puts them above the ordinary, being just the type that add distinction to any lamp department. In shades, too, there are all sorts of styles in a variety of materials, and they are thoroughly in keeping with the artistic quality of the bases.

Owing to the decrease in building operations here, the demand for lighting fixtures has dropped considerably. A large export business is being carried on by some firms, however, especially in the South American markets, where there seems to be a big demand for these goods.

Odd things for the lamp and art departments will be found in new items just received by Charles H. Taylor, New York representative for the S. A. Weller pottery. A four-light candelabrum and some candlesticks in "Woodcraft" ware are very artistic. In the same ware is a unique lamp and flower-holder combined.

Buyers unable to pay a visit to the salesroom of Takito, Ogawa & Co., 101 Fifth avenue, should send for one of the catalogues, just off the press, of their "Re-Lart" line of lamps and shades. It consists of forty pages filled with cuts, descriptions and prices. While serving to give a good idea of the qualities of the line, the illustrations fail to reveal the richness of the decorations, which are beautifully executed in colors by skilled artists. The "Re-Lart" silk shades are equally artistic. The line throughout, while very exclusive in style, is yet moderately priced. Aside from its value to the buyer, the catalogue will be found of advantage as a selling guide for customers who are unable to make a suitable selection from the dealer's stock.

The Robichek Co., 491 First avenue, are constantly adding to their extensive array of designs in decorated lamps. Several striking treatments are shown in both

flat and raised decorations, and in color combinations that are quite unusual. The shade department is also turning out many good things. They are now settled in their new factory, and are well equipped to turn out their line on a large scale.

WHAT THE POTTERIES ARE DOING.

East Liverpool and Vicinity

"It is not a case nowadays of making ware to fill orders, but to hunt from orders on file such specifications as will suit the ware in stock and coming through the kilns," said the manager of the shipping department of one of the larger plants here.

* *

In one local plant last week seventy employees were off duty on account of illness.

* *

Among visiting buyers were A. G. Hallgren, for Albert Pick & Co., Chicago; F. E. Deibert, for Montgomery, Ward & Co , Chicago; Ferdinand Schmidt, for the Brinsmaid Co., Des Moines, Iowa; John Hawthorn, for John Wanamaker, New York; H. P. McGregor, Wheeling, W. Va.

* *

The volume of new business being received by manufacturers is in keeping with the season of other years. Concerns placing orders now for holiday requirements will have little chance of getting the merchandise shipped. Shrewd buyers have had such stocks in their own warehouses for some time.

* *

Clays from the State of Washington have been given tests here by parties who plan the erection of a small pottery plant in the Northwest provided they prove satisfactory. The firing of kilns with wood in Washington is also a matter that has to be worked out. Offers of employment have been made local workers, but so far few, if any, have accepted.

* *

A handsome oil painting of Marcus Aarons, of the Homer Laughlin China Co., the work of a well-known artist, has been on view in the window of a Pittsburgh art store recently, and has attracted much attention.

"We had a very satisfactory trade all season up to the time the influenza epidemic struck us, and then there was practically nothing doing," said Ferdinand Schmidt, buyer for Brinsmaid & Co., Des Moines, Iowa, when here a few days ago. "Things are beginning to improve now, however."

* *

There are several pottery plants in this territory whose managers are not soliciting any additional orders for shipment this year. A heavy volume of business is on file in all the plants, and there is little chance for spot business to be put through.

* *

Hotel ware continues in very heavy demand, and practically every plant here is making it. The bulk of this ware is being sold in plain white. There is not a large amount of this ware on the floors, being taken almost as fast as it comes through the kilns.

* *

Packing straw is now being quoted at from $14 to $15 per ton. Nails and cooperage stock have also sharply advanced, so that now packages cost nearly 100 per cent more than before the war.

* *

Herbert K. Connors, who is on a Western trip for the Carrollton Pottery Co., is expected home within a fortnight.

SALES OF WAR SAVINGS STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2025	4098	$9,549.75
Strobel & Wilken Co			9,378.34
L. Straus & Sons	909	2921	4,620.68
Morimura Bros	359	8704	3,659.32
Edward Boote	375	1607	1,969.55
Herman C. Kupper	348	809	1,942.25
Higgins & Seiter, Inc.	270	1760	1,790.00
U. S. Glass Co.	291	1355	1,600.00
Leo Schlesinger Co			1,513.50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,108.81
J. H. Venon, Inc	207	371	973 40
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
Lowenfels & Co			665.19
H. G. McFaddin & Co	150	100	647.50
Fensterer & Ruhe	119	590	636.88
O'Gorman Pub. Co	124	250	601.35
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Empire China Works	71	851	508.11
M. Herbert Co	9	1641	450.10
Benjamin Griffen	43	1021	435.31
A. J. Fondeville & Co	71	525	428.30
Baker & Bennett	100	26	424.50
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
J. Wedgwood & Sons	69	411	391.95
Theo. Haviland	73	292	379.49
Bryce Bros	73	286	376.67
H. Brand	74	241	369.46
James M. Shaw & Co	54	436	332.94
Wm. Dougherty	65	180	316.70
Edward B. Dickinson	33	502	279.93
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239.50

ESTABLISHED 1818.

Libbey Glass Company,

TOLEDO, OHIO,

Manufacturers of Glassware.

Cut and Engraved line has this trade-mark etched on every piece :

Libbey

TRADE MARK

LOOK FOR THE NAME.

Jones, McDuffee & Stratton Co.

We have in warehouse ready for shipment packages of dinner-ware Stock Patterns and open stock in our bins to supplement same.

Alfred Meakin's, Johnson Bros.', Ridgway's, Grindley's.

Iapanese China—Domestic Wares.

Also Fancy Goods for Christmas Sales.

Place your orders now before transportation becomes more congested.

JONES, McDUFFEE & STRATTON CO.,

IMPORTERS AND WHOLESALERS,

25 to 39 Franklin Street, Boston.

	W. S. Stamps	Thrift Stamps	Total Value
Wm. H. Plummer & Co....	39	224	$ 219.25
Fostoria Glass Co.....	43	137	212.56
Vogt & Dose.....	20	468	201.20
C. H. & E. S. Goldberg...	37	168	196.83
Le Roy T. Pease.....	30	280	194.62
Takito, Ogawa & Co..		752	188.00
John Simmons & Co.....	27	288	184.05
Handel Co.....	41	36	175.00
M. & M. Bloom.....		662	165.50
Jas. S. Barron Co.....	34	86	162.60
C. Dorflinger & Sons.....	24	218	154.44
G. W. Wineberg....	37		154.29
Paul A. Straub & Co.....	20	222	139.30
Calumet Mfg. Co.....	26	100	132.92
Rowland & Marsellus Co	24	110	127.58
Wallach-Behrend Co.....			126.50
Edw. D. Soule.		431	107.75
Henry Birn & Sons.....	20	90	106.90
Gudeman & Co.....	7	289	101.39
Rich & Fisher.....	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller.... ...			79.60
Max Rikelman.....		300	75.00
Ed. Williamson.....	10	110	68.66
The Owens-Kreiser Co....	9	100	62.61
John L. Garvey.....	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52.35
M. Wetzel.....		200	50.00
C. Marcus....	7	80	49.15
K. J. Okajima.....		193	48.25
Steinfeld Bros.....	9	35	46.10
Wimelbacher & Rice..	8	42	43.70
Frank & Danziger, Inc. ..	9	10	39.85
Chas. M. Levy.....	3	100	37.45
Barney Scher.....		120	30.00
S. Alpert.....	7		29.26
Evans Gift Shop....	3	50	25.01
Thos. B. Adams.....	2	45	19.57
Samuel Schorr.....		64	16.00
Ko Kozai.....		58	14.50
B. Illfelder & Co.....	1	37	13.40
Tashjian Bros.....		45	11.25

POINTERS FOR BUYERS.

THE glass paper weight pictured in the Lancaster Glass Co.'s advertisement on another page is the latest achievement of the concern in the novelty line. It is of plain crystal, about three-quarters of an inch in thickness, and the excellent likeness of Gen. Pershing on the bottom shows through in a rich embossed effect. It may be had in either silver or gold finish. This item should go like hot cakes in any store. It is more than ordinarily good to look at, and very moderately priced.

The Saul Mfg. Co. are displaying some very special values in Japanese china, such as cups and saucers in tasteful floral decorations, bonbons, nappies, etc., in many different shapes, sizes and patterns.

Since the beginning of the war the Royal Copenhagen Porcelain Co. has developed a line of chemical porcelain which is meeting with the greatest satisfaction. For more than a century the factory has been making the hardest fired porcelain known to the trade. Its methods were easily adaptable to ware of this character, and it is now turning out a quality said to be superior to that formerly made in Germany. The complete line is being displayed by Axel G. Lober at the firm's saleroom, 563 Fifth avenue.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

To Manufacturers.

AFTER THE WAR, OR WHENEVER YOU CAN DELIVER THE GOODS, WRITE SIDNEY N. SCHARFF & CO., 804 VICTORIA BUILDING, ST. LOUIS, MO., MANUFACTURERS' AGENTS. REFERENCES? YES, THE BEST.

SITUATIONS WANTED.

BUYER of china, housefurnishing goods, toys, trunks and bags open for engagement after January 1st. Business this year will exceed $400,000. Twenty-five years in the business. Forty-four years of age. Can furnish best of references. Address A 184, this office.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

REPRESENTATION WANTED—By a company that has some of the best decorated glassware on the market. Goods that sell to the finest, and some to the ten-cent, trade. Orders can be secured in every town. Want first-class commission men only in the following territories: Chicago, South, Middle West, and Pacific Coast. For further particulars address A-500, this office.

WANTED TO PURCHASE.

WANTED at once, large size ball mill. Patterson preferred. Must be in good condition. Give lowest cash price. Address A 183, this office.

WOULD be interested in purchasing outright a small porcelain producing plant, preferably one engaged in the manufacture of porcelains for the electrical trade. Price must be right, based on a full cash payment. Address, giving all particulars, "PORCELAIN PLANT," care of Rudolph Guenther's Advertising Agency, Inc., 25 Broad Street, New York.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 14, 1918.

THE BOYCOTT IDEA GAINING FORCE.

National Committee Formed to Wage Fight Against German-Made Goods. Patriotic and Civic Societies Join Campaign.

DEFINITE plans for the formation of a national boycott committee, to be composed of representatives of patriotic and civic organizations all over the country, to direct propaganda for the exclusion of all articles of German manufacture from this country were made at a meeting of representative New York men and women in the rooms of the Chamber of Commerce, 65 Liberty street, last week. Representatives from about twenty New York and national organizations attended.

The programme adopted provides for the appointment of the following committees:

A general working committee, which will have charge of obtaining members for the national boycott committee from organizations throughout the country.

A committee to watch all foreign importations.

A committee to visit importers and wholesalers.

Local committees in Philadelphia, Boston, Chicago and other American cities.

A legal committee to investigate such questions as government remission of duties if goods are destroyed and the laws covering removal of marks of the country of origin from goods.

Sub-committees on special industries.

A press committee, which will enlist the support of the press of the country in carrying on a definite boycott campaign.

The general working committee will take steps to fill other posts with representative citizens. There is no limit to the membership of the national committee, and efforts will be made to get one or two delegates from every important patriotic and civic organization in the country to serve.

Miss Elisabeth Marbury predicted that the German boycott idea would eventually be backed by the American Federation of Labor.

The question as to whether German-made goods are to be allowed to flood this country is asked of every patriotic American in a pamphlet entitled "The Fanged Dogs of Trade" being circulated throughout the country by the American Defense Society. The text of the pamphlet, which is written by Elisabeth Marbury, president of the Women's National Committee of the Society, reads in part as follows:

"Now that victory has beeome a certainty, the question of the hour is whether or not we shall open our gates to the tide of industrial invasion already begun. The recent importation of toys and porcelains from Germany is but the wedge. Cases and crates full of merchandise are already packed and waiting on German soil to find their way to the United States at the very first opportunity.

"Do we not realize that the destruction of northern France and Belguim was not inspired through aimless wantonness, but that it was to put these great centers of industrial activity out of business in order to stifle competition with German labor and German trade?

"What of the men, women and children, the skilled artisans, the experienced workers, who have been de-

ported from their own lands, dragged from their own homes, separated from their own families—to contribute their labor so that the industries of Germany may be stimulated and the profits of Germany may be assured?

"Shall we assist the enemy to recover its trading and to profit through the misery of those whose hands we have clasped in brotherhood?

"What of our own producers, the men who in good faith have been building and investing so that our needs shall hereafter be supplied within our own border? Are they to be laughed at for their confidence, because, forsooth, German goods are to be still received and sold here—and because once more the United States is to be flooded with merchandise 'made in Germany'?

"Are we to be dictated to commercially by a group of unscrupulous, time-serving, disloyal profiteers, whose pocket nerve is the only one beating a refrain in their entire composition, who have been protected these past two years by the flag which they now insult, whose loyalty was never sincere when they prattled of patriotism while coining the silver of a Judas?

"The burning question now before the American people is whether we shall admit and distribute not only the toys manufactured in Germany, but every other damnable thing made by the hands which have murdered women and children, the hands which have committed every foul atrocity, the hands which are still dripping with our nation's blood? Are these to flood our country, thus rebuilding the wealth of Germany whose buildings still stand, whose factories are still open, whose unfelled trees still protect the water power, and whose workmen's dwellings are still untouched?"

Vigorously commending the action of the American Red Cross at Washington in refusing to accept the profits from the sale of German toys offered them by Sears, Roebuck & Co., Richard M. Hurd. chairman of the National Boycott Committee of the American Defense Society, on Saturday telegraphed them as follows:

"Your patriotic refusal to accept profits from German toys will be heartily endorsed by all loyal Americans."

At the same time the following telegram was sent by him to Mr. Loeb, vice-president of Sears, Roebuck & Co.:

"The American Defense Society respectfully requests you to turn over to it the German goods consigned to you on the Nieuw Amsterdam subject to claim of Government for duty. On acceptance of this offer from you the American Defense Society will request the Government to waive the duty on these German goods for bonds duly given for their destruction."

It was learned that four other firms—Strauss Bros. & Co., New York; Kuehl Clock Co., Chicago; Namm & Singer Co., New York, and W. T. Gratz Import Co., New York—were consignees of the toys which came on the Nieuw Amsterdam, and telegrams were sent to each asking them to refuse to accept the goods.

Announcement is made by the Hoboken branch of the Defense Society that the New Jersey Legislature will be asked to enact laws compelling merchants in the State who handle German-made goods to prominently display on their store fronts a notice to the effect that they are doing so.

OBITUARY.

NEWS of the death in France of Sergeant Fred Heintzleman, formerly assistant superintendent of the Monongah Glass Co., and son of William Heintzleman, superintendent of the plant, will be received by a large circle of friends in the trade with deep regret. He was well known and very popular. Death occurred about two weeks ago from wounds received in battle on the western front. He did not wait to be drafted, but enlisted with the 314th Field Artillery early in the war. His two brothers, Lyman and John, are also in the service in France.

A cable to Geo. B. Jones, New York representative of Johnson Bros., Hanley, England, announces the death of Geo. Washington Johnson, seventh son of the late Robt. Johnson, formerly head of the concern. The deceased was born in Orange, N. J. After leaving school he entered business as a tile manufacturer with his brothers, Harry and Alfred, under the firm name of R. L. Johnson & Co. He was a brother of Lester Johnson, whose death we recorded last week. Like his brother, he was a fine type of Englishman, and popular n both business and social circles.

"MADE IN ——."

THE purposes of a national mark—and the desirability of the United States having one of its own is under consideration—have been succinctly set out as threefold. In the first place, purchasers will be able to distinguish home-produced from imported goods, and for patriotic reasons will be able to discriminate in their favor. This is the primary object, according to the critics. The second purpose is likewise defensive in principle, being to forestall counterfeiters and imitators in the markets of other countries. The third purpose, however, is offensive in strategy; it is to create a preference in foreign markets for goods bearing the mark in question, this preference having its origin in the superiority of the goods.

Community marks, the critics insist, are altogether another sort of thing. Examples are the Irish Trade Mark for linen, the Danish Trade Mark for butter and cheese, and the Harris Tweed Trade Mark. In order to bear the latter mark, goods have to be carefully examined and backed by guarantees that they were dyed, hand-spun and hand-woven in the Hebrides. Such marks obviously are intended as assurances of quality.

The discussions of national trade marks may forecast the importance which the nativity even of goods may have in the future. Whether the important marks of the future are national or individual, they will mean more than in the past and will be more jealously guarded.

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready Sellers.

THE Tajimi Co.'s removal sale is attracting considerable attention from buyers looking for unusual values. Decided reductions have been made on all lines, including the well-known Awaji ware, always a "rapid mover" in retail stores. This sale is not merely of old or inactive merchandise, but practically comprises the concern's entire stock, in which is represented many items in china, bronze, pottery, lacquer ware, etc., that are difficult to procure now at any price. Out-of-town dealers unable to pay a personal visit to 597 Broadway should write for particulars.

E. V. Weiss, local manager for the Saxon China Co. and the French China Co., is making a very interesting display of their lines at his showroom, 874 Broadway. Decorations and shapes are both excellent.

Dinnerware needs for immediate delivery can be satisfactorily met by Takito, Ogawa & Co., 101 Fifth avenue, who are showing a number of exceedingly tasteful designs in Japanese china that have already proven their selling qualities. The white body is very good indeed, and the patterns have been chosen with a view to meeting the approval of the most critical. All the designs are along the style followed in European productions, and include conventional and irregular borders as well as all-over effects.

Opportunities for securing merchandise below market prices are rare these days—which is a good reason why buyers visiting the city should not fail to include the showroom of the Horace C. Gray, Co., Fifth Avenue Building, in their list of calls. Through special arrangements with factories all over the country they are enabled at all times to offer job lots of goods at values that at once arrest attention.

Recent importations have brought some charming new things in embossed queensware from Josiah Wedgwood & Sons. A number of styles and sizes in covered bonbon dishes are shown in very unusual designs. These will find ready sale in the retail shops, for they offer something quite different from what is ordinarily seen in receptacles for candy. There are also several charmingly quaint styles in fruit bowls. These are only a small part of the interesting exhibit made by Kennard L. Wedgwood, American representative for the factory, at 133 Fifth avenue.

The Knowles, Taylor & Knowles line of dinnerware, shown in New York by E. W. Hammond, 10 West Twenty-third street, never fails in measuring up to buyers' expectations. There is a certain something about the designs that always pleases, whether they are dainty arrangements in subdued tints or elaborate effects in vivid colorings.

There are few, if any, needs in glassware that cannot be satisfied from the lines turned out by the United States Glass Co. Blown and pressed, plain and decorated, it is there in profusion. The items gotten out especially for cutters and decorators are exceedingly popular.

Edward A. Unger, New York representative for the East Liverpool Potteries, 139 Fifth avenue, is showing one of the most interesting lines of popular-priced dinnerware on the market. Judging from the manner in which the ware takes with customers in the stores, their slogan, "potters to the American people," is quite apt. The patterns embrace the most up-to-date ideas in decorative treatment, and are all characterized by good taste.

The choice collection of import dinnerware patterns shown in Ahrenfeldt china at the salesroom of Herman C. Kupper, 52 Murray street, includes a number of original conceptions in treatment that will prove of interest to dealers in search of something unusually good. The same artistic qualities are also apparent in the open stock designs, which are carried in New York for immediate delivery. There are fifteen of these, and all have been thoroughly tested as to their popularity on the retail counter. There is also a fine array of beautiful creations in short lines and fancy items.

THE CONDITION OF BUSINESS.

New York Trade is in a very unsettled condition. From some sections a fair, but only a fair, amount of orders is being booked; in others there is hardly any trade; in a few isolated spots there has been a good business. Most buyers seem to have got it into their heads that now peace has come prices will go down, and are consequently holding off, buying only what they must have. As explained last week, we cannot see how prices can be lowered for months to come. It is going to take a long time to disband the men in the camps here, and longer still to get them home from Europe. So there is little hope of amelioration of the labor situation and consequent increased production till the middle of next year. The same conditions that govern pottery prices prevail with producers of raw materials, which continue scarce and high.

We believe that there will be an increased demand for goods. People have been economizing and saving in order to put the money into war charities and loans. While they will still have to give, and perhaps buy more bonds, there will not be such a big drain as there has been, and at least the end of this sort of expenditure is in sight. Already consumers are figuring on how much they can spend to buy things they actually need and have gone without in order that they might buy bonds.

A case in point: When the false news came last week that peace had been declared the writer had occasion to make a call that same evening in a very patriotic home. These people have bought, at a big sacrifice, bonds of every issue, and have contributed to the Red Cross, Y. M. C. A., and other charities. On the night in question they had a little peace celebration. They live in a prettily-furnished flat, the furniture of which, with the exception of one piece, is good. Pointing to it, the lady of the house said: "I am going out to-morrow and buy a parlor table. I have skimped and saved for four years. Now that the war is over I am going to have a table in keeping with the rest of the room."

Everybody is short of crockery and glass. People have gone without in order that they might give. They now feel that they need not skimp so much, and they will buy not only crockery and glass, but everything else. That will create a demand, and demand means that prices will keep up. There you have the whole thing in a nutshell—supply and demand. The supply will be increased gradually as men get back to work; but it will be very gradual. The demand will increase rapidly, and it will take a long time before the people are satisfied.

Little can be expected from foreign countries, except Japan, and she is sending us her limit. It will take a long time for France and England to produce much more than they are now sending. Even if German goods were not in a measure boycotted, she can not make enough for home use.

In our opinion the buyer who does not keep his stock up and anticipate his wants as usual will find himself short of goods.

SOLDIERS' LETTERS.

THOSE of our readers who have friends or relatives fighting overseas will be glad to learn that the mail service for the boys has now been taken over by the army. It is handling a million letters a day received in France from this country, and about 300,000 letters a day mailed in France for soldiers in France. It has warehouses for sorting mail at French ports. It has railway mail clerks on some 2,000 miles of French railroads. It has a central post-office at Tours, permanent post-offices at various points, mobile post-offices right up to the firing lines, and mail orderlies attached to each company of troops.

In the past, when the mail service for the army was under civil control, great delays were caused in the delivery of mail by the necessary secrecy concerning troop movements. Now, under military control, all movements of the mobile post-offices are telegraphed in code to the distributing post-offices, and the letters follow the soldiers as they march. All the hospitals notify the central post-office of the identity of wounded soldiers received or transferred. The central post-office works with the central Record Division of the Adjutant-General's office, every soldier in the army is card-indexed; and 150 men are constantly employed searching out addresses. A system has been devised by which delivery may be quickened to "replacement units" who have been scattered among widely-separated troops. And various means have been found for overcoming delays due to lack of shipping facilities or congestion of mail at crowded posts.

It still remains true that mail for some 50,000 soldiers in France is delayed because the letters are inadequately addressed. In the future all such letters will be stopped at New York and returned to their senders.

The army authorities are aware that nothing sustains the morale of soldiers like letters from home. The mobile post-offices now keep up with the troops; the mail is received with the rations at the kitchen; and and the whole reorganized postal service is devoted to providing that the doughboy's letters shall reach him as promptly and regularly as his meals.

DURING the past month the War Savings Society of the Dohrmann Commercial Co., San Francisco, sold $2,896 worth of war and thrift stamps.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It was decided last week by the authorities at Washington that the production of general ware should be at the ratio of three glost kilns per month. This would permit manufacturers to turn over each glost kiln thrice monthly. In other words, where there are five glost kilns in a plant the monthly production would be at the rate of fifteen glost kilns. The original order was to cut production to about fifty per cent of that of 1917. Now comes the following:

"Restrictions upon industries and manufacturers in their production, or in their consumption of materials for commodities hereafter in this section enumerated, as such restrictions are expressed in orders and circulars issued by this division, are hereby so modified that such restrictions for the respective periods provided for in such several orders and circulars shall be less than the restrictions to the extent of fifty per cent of such restrictions."

Just what this means it is impossible to define in kiln terms at present, and Washington has been asked for detailed instructions.

* *

Engineers in the potteries went on strike this week, demanding an additional increase in wages. They recently asked for an advance, and were raised to fifty cents an hour. Now they have presented a demand for sixty cents. This was refused, and they did not report for work. A number of potteries, therefore, were unable to operate all departments. In several instances, however, boilers were fired by members of the firm, or by pressing other help into service for the time being. At this writing the trouble is still unsettled.

* *

The "lid was torn off" here, as in all parts of the country, on the afternoon of Nov. 7, when the report came that an armistice had been signed. Work in the potteries stopped absolutely and parades were instantly formed. The employes of the East End plant of the Homer Laughlin China Co. marched down into the centre of the town and back again. At the plant of the D. E. McNicol Pottery Co. standard size flags of the Allied nations were flung to the breeze. The display was the only one of its kind in the city, and was most favorably commented upon. Chester and Newell came over en masse at night to celebrate the event. At Wellsville old Civil War cannons were fired, the reports being heard for miles around. Practically the same scenes were re-enacted on Monday.

* *

The Thompson Pottery Co. has arranged to hereafter use coal, instead of gas, for boiler purposes. Several other plants hereabouts are about to make a similar change on account of the supply of gas not being guaranteed throughout the winter.

* *

Ferd. Atledorf, former steward at the Elks Club, who of late has been in Youngstown, returned to his duties at the club last Saturday. He is well remembered by those buyers who made their headquarters at the Club last January.

* *

Embargoes having been lifted, shipments of pottery from this district are being made with considerable freedom. Packages that had been held in ware sheds for many weeks have been started to buyers. Considerable ware is also being shipped to nearby points by Ohio River boats.

* *

At a special meeting of the Western members of the United States Potters' Association held here Nov. 6 it was agreed that no annual meeting be held this year, unless something occurs to change existing conditions.

* *

An immediate result of the German debacle was that a number of former pottery workers who left the trade to take employment in steel plants making war materials applied for their old jobs during the past week.

* *

The demand for hotel ware continues active, with production under daily requirements. Plates and teas

continue in very heavy request. Stocks of the latter are quite insufficient to supply the demand.

Buffalo, N. Y. Although the Buffalo Pottery has discontinued the manufacture of semi-porcelain, and its Blue Willow pattern is not at present obtainable on that body, it is being put on hotel china, and the concern hopes in the near future to show the famous pattern on thin china.

Zanesville, O. Fire on Saturday evening, November 9, destroyed the manufacturing and kiln departments of the No. 1 plant of the Brush-McCoy Pottery Co. at Zanesville. The decorating department, packing, shipping and all stock rooms were saved. Fire started in kiln shed. The No. 2 plant at Roseville was of course not affected, and they expect to double production in this factory to take care of business formerly made in Zanesville until plant can be rebuilt. The new line of hard porcelain recently manufactured will be temporarily out of the market. Production will be immediately resumed, however, as soon as new buildings can be erected.

JUST "CHILDREN OF A LARGER GROWTH."

CONSIDERATION of the toy dealers' case at the conference between them and the Council of National Defence upon the question of modifying the Council's attitude toward Christmas buying furnished an interesting incident which makes too good a story to withold from publication:

The toy men took with them to the conference samples of mechanical toys developed by American manufacturers since the toy industry in this country began to take on its recent growth. The toys were brought out, and immediately cabinet members and retailers alike became as absorbed as would have that many boys if turned loose in a toy shop. One member of the cabinet, who made a success in the industrial field before he became a government official, lost himself in an inspection of a stationary engine.

"As a boy I first got interested in mechanics by operating an engine similar to this which my father gave to me as a Christmas present," he said.

Meanwhile the Secretary of the Navy had picked out a mechanical submarine—a toy that would delight the heart of any boy at Christmas-time—and was putting it through its paces.

"After all," he said, "we are still only boys."

And so America's boys of to-day, who some day will be industrial leaders and cabinet members, will get their toys this year as in former years.

ALL IN THE DAY'S WORK.

HUGH J. ADAMS, affectionately known among his intimates as "Babe," before going into the hydroplane service was a salesman for the United States Glass Co. He entered the employ of the company in a humble position and gradually worked up to the sales department. When we entered the war he was among the first of his associates to enlist. He first went to a Southern training school, and then to the

ENSIGN HUGH J. ADAMS.

Boston Tech., where he completed his scholastic work. He then returned to the South, and after remaining there a short time was placed on active duty with the rank of ensign. He is now at the naval aviation camp at Rockaway, L. I.

Last week Mr. Adams paid a visit to the New York office of the United States Glass Co., and in course of conversation modestly related a recent experience. He went up for a spin, with no particular object in view, and as it was a fine day and he had gas enough for five hours, headed out to sea. After a couple of hours in the air he struck a gale of wind. He headed for shore, but so strong was the blow that he made little headway. Finally, when miles from shore, his gas gave out, and he was obliged to descend. He kept afloat, however, and after some hours during which he believed he was certainly done for was picked up by a tanker. And not a moment too soon, for he was a very sick man—hungry, cold, wet, and with a high fever. He

was cared for by the crew of the vessel, and on arrival at port was sent to a hospital.

Commenting upon his work with the company and his achievements in the Government service, President Marion G. Bryce of the United States Glass Co. said: "I always had faith in that boy. I knew he would make good wherever he went and in anything he undertook."

RECENT CUSTOMS DECISIONS.

CERTAIN wooden screens, imported by Morimura Bros., Oshimi & Co. and J. Bieber, were the subject of a Custom controversy determined last week in favor of the Government by the Board of United States General Appraisers. Duty was assesssd on these screens at the rate of twenty-five per cent ad valorem under paragraph 175 of the Tariff Act of 1913. The protestants contended for classification as "house or cabinet furniture, wholly or in chief value of wood," with duty at the rate of but fifteen per cent ad valorem under paragraph 176.

Exhibit 1 in the case consisted of a three-fold wooden screen, three feet high, thirty-four inches wide, each of the three panels being polished and colored reddish brown, the other parts being colored or stained black. Upon one surface of each panel imitation flowers, stems and birds, made of bone and other material, were affixed. All of the screens were shown to be of the same general character, varying only in size, color, decorations and the number of folds. The testimony showed that they were used in rooms of houses, not only for their ornamental effect, but for concealing unattractive objects, and for protection against light and observation.

Counsel for the importers contended that the screens in question were excluded from paragraph 175 for the reason that they were not ejusdem generis with other articles enumerated therein, and he relied upon a recent decision of the Customs Board wherein it was held that certain bamboo lamp shades were not ejusdem generis with "blinds, curtains, shades, or screens, in chief value of bamboo," and therefore not dutiable as such.

Judge McClelland, commenting upon this decision, writes:

"There being a very marked destinction between the lamp shades and the screens here involved, that decision cannot be considered as controlling the issues in the case at bar."

Counsel for the importers also contended that the screens under consideration were house or cabinet furniture wholly or in chief value of wood and dutiable as such under paragraph 176. Commenting further, Judge McClelland writes:

"In Morimura v. United States (2 Ct. Cust. Appls., 181) the importers likewise contended that certain screens with panels of cotton in a framework of wood were furniture. In that case Judge Smith, writing for the Court, said: 'House furniture has a restricted signification, however, which does not cover everything with which a house may be furnished, supplied or equipped. Screens serve practically the same object as window curtains. They shield the occupants of the room from light, heat and observation, just as do curtains, and after all in purpose they are really nothing other than framed movable curtains.'

"Under this judicial definition of the term 'furniture,' the merchandise in question would seem to be excluded from the provisions of paragraph 176 under which claim is made, and, therefore, its classification by the Collector under paragraph 175 as screens was correctly made and must be affirmed.

"The protests are overruled."

DISCORD IN GERMAN PORCELAIN INDUSTRY.

AT this spring's Leipzig Fair a union was formed for compensating the seventy-two small porcelain factories which had had to close owing to the rationing decree. At the founders' meeting the 296 manufacturers present were shown a draft of the articles of association, according to which not only was the compensation definitely fixed, but in the event of extensions or enlargements of their works the members were bound to obtain the consent of Director-General Fillmann, president of the union, and also president of the Kahla Porzellanfabrik, under penalty of a fine of Mk. 100,000. The court of arbitration appointed consists of three members, two to be nominated by the president and one by the member desiring to extend his works; there was no appeal against the decision of this court, till, at the instance of a majority of the members, their verdict was made subject to the approval, if desired, of the Imperial Economic Office, which could also be revised by the Imperial Chancellor if necessary. Consequently, those firms who now feel their interests prejudiced intend to proceed with all severity against the machinations of the Verband Deutscher Porzellanfabriken. There is also some dispute on the question of prices. Some quarters assert that certain factories are forcing up prices, but in a circular the Union of East German Porzellanfabriken, of Altwasser, in Silesia, points out that those factories which have been busy on Government orders, and have received special supplies of coal and raw materials, have no reason to cavil at other factories not so favorably situated, as they (the great majority) have to pay ten times more for their coal and raw materials, wages, etc., than in peace times, whilst their trade has sunk to half of what it was in normal times.

Altogether, there seems to be great discord prevailing in the German porcelain industry, and it is expected that it will lead to an entire remodelling of the whole union system and a general change in business methods all round.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, NOV. 14, 1918.

THOSE department store buyers who say they know there will be a reduction in the prices of domestic pottery January 1 are counting their chickens before they are hatched. The wish is father to the thought.

THE committees appointed for the War Work Campaign are virtually composed of the same men who worked for the Liberty Loan, and they are doing the same good work. The crockery, glass and allied trades have always exceeded their quota in the various drives, and from present appearances will sustain their reputation in this.

IT is said that a scheme is on foot to camouflage German china by covering the trademark with a decoroation, and the average consumer, not being able to tell German china from any other kind, if the trademark is thus obliterated will never know the difference. And what about that little inscription, "Made in Germany"? The originators of this naive idea are evidently unaware of the fact that a Federal statute exists which provides a $5,000 fine and five years imprisonment, either or both, for anyone attempting such deception.

BUSINESS in the crockery and glass lines, like that in other commodities, was suspended on Monday. There was no joint action to make a celebration. Everybody did it in their own way. New York went wild, just as it did on the previous Thursday. The joy of the people found expression in parading, shouting and generally making a noise. Noise seemed to be the great aim. There was little confusion, and no disorder calling for action by the police beyond directing the movements of the crowd. It was a wonderful day, and still more wonderful night. Now to business!

PEACE, AND LOWER PRICES.

THE problem now facing the business world is that of readjustment. This will of necessity be a slow process, and must come naturally. It can not be forced beyond a certain point.

In the trades we represent the scarcity of goods has been the great drawback to business. The question is, how soon can a greater supply be obtained?

Much depends on what the Government will do about the army. The navy, it is well understood, will be kept practically intact. As the Government has been taking immense quantities of crockery and glass for both branches of the service, its action with reference to the army will materially affect the supply released for commercial use. The contingent overseas will have to be kept supplied for months, but the demand for the camps here will naturally cease in a short time. As far as increased production is concerned, the workers in the factories who went abroad are not likely to be available for a long period, although those who left to get bigger wages in other lines will slowly drift back.

The greater supply, therefore, is still a matter of the future, and buyers who are looking for lower prices soon because of an increased product are likely to be disappointed: The readjustment of prices, like that of other things, will be slow, and come as a natural result of conditions.

PERSONAL.

LAST week Mrs. Ada Strawn, who had charge of the retail department of Newton, Weller & Wagner, San Antonio, Texas, and was known far and wide as the "leading lady" of that establishment, appeared in New York in the uniform of the Salvation Army on her way to France, having finally succeeded in her long-cherished desire to get into the war. Mrs. Strawn has endeared herself to the traveling salesmen by her courtesy and unfailing good nature, and all who know her will rejoice with her that her wish to be of service has been gratified. Now that the armistice has been signed there will be more need than ever for such work.

H. Benedikt returned on Saturday night from Atlantic City feeling very much more fit after his week's rest.

Horace C. Gray, who had a slight nervous break-

down week before last, is recuperating satisfactorily at his home in East Orange, N. J., and expects to be back at his desk again next week.

Joseph R. Irwin, the new buyer for Boggs & Buhl, Allegheny, Pa., was in town this week placing orders. Mr. Irwin, who was for nineteen years with Emery, Bird & Thayer, Kansas City, Mo., is no stranger in New York, and was accorded a cordial welcome.

George C. Tonolla, formerly with Louis Wolf & Co., has taken a position with Morimura Bros., and for the present is acting as assistant to Chas. Kaiser.

A. G. Everts, a stepbrother of the late A. H. Thiele, who died week before last of pneumonia, will continue the latter's business under the old name. He has been associated with the concern for some time past as its secretary and treasurer.

G. M. Lowman, New York manager for the Pacific Importing Co., accompanied by his wife, will leave in a few days for Seattle to celebrate Thanksgiving Day with the latter's parents.

Chas. E. Schuss, Springfield, O., an old-time crockery man, made one of his rare visits to New York this week.

Charles H. Taylor left last Saturday for Zanesville, O., for a three weeks' visit to his brother, whose home is at that place, and incidentally to confer with S. A. Weller, whose line he represents in New York.

E. A. Gillinder, head of Gillinder & Sons, Philadelphia, was a visitor at the concern's New York office last Thurday, consulting with Paul L. Zoellner, local manager.

Herman C. Kupper was back at his desk on Wednesday after four weeks of illness. He had a bad attack of influenza and was in St. Luke's Hospital for nearly three weeks. He is all right now, but still a little weak.

After coming home to vote, Charles J. Dela Croix, of Dela Croix & Wilcken, left the latter part of last week to continue his trip through New England, where he is booking a nice amount of business for the H. Northwood Co.

Cards have been received from Mrs. J. Seth Hopkins, widow of the founder of J. Seth Hopkins-Mansfield Co., Baltimore, announcing the marriage of her daughter, Miss Sarah Seth Hopkins, to Major John Mulchinock Cruice, Medical Corps, on Thursday, October 3, in Le Treport, France. Major Cruice, whose home is in Philadelphia, went to France with the University of Pennsylvania Base Hospital No. 10.

As soon as arrangements can be made for a passport, Alfred B. Gunthel will make a trip to the Val St. Lambert glassware plant at Liege, Belgium, resumption of operations at which will be begun immediately, as, according to advices received by Mr. Gunthel, the factory is intact and ready to operate as soon as the Germans evacuate.

Samuel W. Burgstresser, in charge of the hotel department of Albert Pick & Co., Chicago, arrived in the city on Tuesday to place orders. He is stopping at the Prince George.

It will be welcome news to the trade to learn that Lieut. Wm. M. Friedlaender, son of the late Oscar O. Friedlaender, who assumed charge of his father's business on the latter's demise, is recovering nicely from wounds received in battle in July. He was confined in a hospital at Vichy, France, for over two months, and is now at Paris for further treatment.

William J. McKenna announces that no change will be made in the concern of the McKenna Bros. Sales Corporation through the death of his brother, Charles T., with whom he was associated in its management. He will continue the business the same as formerly.

Other buyers in town were A. A. Breton, for Shartenburg & Robinson, New Haven, Conn.; F. Walsh, for Strawbridge & Clothier, Philadelphia; E. C. Tarr, for E. C. Tarr Co., Boston; R. M. Buchanan, for National Mfg. and Imp. Co., Indianapolis; E. F. Elmer, for A. E. Besser's Sons, Buffalo.

UNIQUE FRENCH DOLLS.

VERY different from the reception of the German toys which reached America recently was that accorded to a consignment of French dolls now holding court from a window of Franklin Simon's, These are not the elegant creations of other days, when a Paris doll was a gorgeous thing of silk and wax and shiniest of curls. Made of old stockings, bits of colored strings and kid gloves, and dressed in scraps from clothes which have not been worn since France went into mourning, these dolls in their simplicity are characteristic of their makers—tired, but undaunted.

It is a triumph, this display, of economy production in a different sense than the Germans know it. Not

limitless numbers of things turned out in the interest of quantity, but appreciation of the possibilities for individuality in all raw material. Given a hank of yellow string and a stuffed cambric body, one wounded French soldier has dreamed it into a queenly futurist with yellow braid jauntily swingiug over a shou'der on to a chiffon frock, fashioned, perhaps, from a candy box ribbon. Another wounded poilu has discovered the superior qualities of kid gloves for making doll faces, a dab of rouge on the cheek bringing out the grain-like human skin. Every one of these dolls will bring a higher price than a dozen of their china-eyed, correctly and completely dressed German sisters.

UNITED WAR WORK CAMPAIGN.

PURSUANT to the call of B. Rosenfeld, Industry Chairman, the following members of the Crockery, Glass and Allied Trades met on Friday last at the rooms of the Crockery Board of Trade for the purpose of organizing the United War Work Campaign: E. H. Peck, James B. Boote, Walter Strobel, John J. Miller, Henry Witte, J. D. Dithridge, J. I. Hackel, Leonard Stock, Victor Benedikt, W. S. Pitcairn, D. King Irwin, James J. Temple, John Nixon, J. C. Ruben, A. H. Hays, W. C. Newland, L. S. Owen, E. A. Unger, Lee Schoenthal, L. M. Reiter, Robert Gardner, J. F. O'Gorman and Geo. M. Jaques.

O. E. Lane, vice-chairman of the Industrial Division, in a clear, lucid and businesslike manner explained the object of the meeting and what was expected of our branch. He said that originally $170,500,000 was to be raised, of which $35,000,000 was to come from New York City. When that figure was decided upon we had 2,000,000 men under arms. Now there were 4,000,000, and the sum asked was $250,000,000. The plan was to appoint committees to solicit funds. It was proposed that every corporation and firm should give one-quarter of one per cent of its capital, and every employee should give one day's pay. Employers should present the matter to their employees in such a way that the latter's donations would be voluntary, and if possible should underwrite the amounts and deduct them from the payrolls, in order that the money might be quickly obtained. He said it was necessary to get to work at once, and suggested that the meeting appoint committees.

Mr. Rosenfeld said that this had been anticipated, and asked Mr. Owen to read the prepared lists :

IMPORTED EARTHENWARE.

John J Miller, Chairman	Oscar Kopel
Jas B Boote	K L Wedgwood
Wm S Pitcairn	J W French
Wm S Anthes	J Meredith Miller
Wm Q Wilcox	J K Shaw
E J Ridgway	Percy N Leyland
E F Anderson	

CHINA.

R E L Wells, Chairman	H C Kupper
Julius Rosenfeld	Carl Underwood
Henry Witte	J P Arnold
Charles Vogt	J J Temple
W C Newland	C Weiss
Geo E Anthony	L S Hinman
Lee Schoenthal	Justin Tharaud
H K Tetsuka	E M Lowman
L D Bloch	R N Bolton

GLASSWARE.

J D Dithridge, Chairman	Emil F Kupfer
Wm F Dorflinger	Claude Dowdney
D King Irwin	S Herbert
John Nixon	M W Gleason
E T W Craig	Thos Shotton
Alfred B Gunthel	Thos G Jones
Wm Swindell	Wm McKenna
Wm F Rowe	Fred Skelton
Benj O Lord	A Gredelue
Wm T Graff	

LAMPS.

M Kirchberger, Chairman	Wm R Noe, Jr
Eugene H Peck	L B Konzelman
Max Herbert	

DOMESTIC EARTHENWARE.

A H Hays, Chairman	E W Hammond
Horace C Gray	C H Taylor
Henry Benedikt	J J Hacatel
E A Unger	J C Ruben

TOYS.

E I Horsman, Chairman	Emil Eschwege
M B Schmidt, Secretary	B E Fleischaker
DeWitt C Baker	Frank Klaproth
Walter Strobel	Chas N Kreiser
W M Ferguson	Carl Silverman
John J Anderson	J L Amberg
E W Seabrey	

HOUSEFURNISHINGS.

S Steinfeld, Chairman	L Barnett
Leon M Reiter	James Hughes
Herbert J Gwyer	H Waterman
Max Lowenstein	E V Lewis
Thos F Stackpole	

The lists were approved and the committees duly appointed.

In answer to a question Mr. Lane said it was expected that one-quarter of one per cent would realize $22,000,000 and the payrolls $5,000,000. The balance would have to come from voluntary contributions.

Another meeting was deemed advisable, and adjournment was had until Tuesday at 11 a.m.

Tuesday's meeting was short, but effective. There was a large attendance, and Mr. Lane was present to answer any questions if the committees did not fully understand their duties. A telegram was read from E. H. Carey, general chairman, saying that New York's quota was $35,000,000, and that as the celebration on Monday had materially affected contributions he urged the committees to do all in their power in the four days remaining to meet the call.

Mr. Lane explained what the different cards meant, after which the posters, cards and literature were distributed among those present.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The final adjustment of wages for glassworkers was accomplished here last week when an agreement was reached in the paste mold department. This provides that the wages of the gatherers shall be increased from $2 to $3.25 perturn—about 62½ per cent. Blowers and blockers receive an advance of 24 per cent. As these workers make two turns per day, the wages of the gatherers now amount to $6.50 per day.

Orders are "spotty," and more or less apathy prevails in the matter of new business. Manufacturers therefore could take care of additional orders on general lines.

The Fifth Avenue store of the Metropolitan Five and Ten Cent Syndicate, which was damaged by fire some months ago, will be reopened within a fortnight. Complete new stocks are to be installed.

The Rochester Bulb Corporation, which took over the plant of the former Rochester (Pa.) Tumbler Co. early in the year, has about completed the task of razing the old and unused buildings formerly occupied by the National Glass Co.

Now that sharp wage advances have been granted the paste mold workers, it would occasion no surprise among lighting glass buyers to be advised of advances in selling lists.

Watson W. Lang, manager of the Pittsburgh office of Kinney & Levan, of Cleveland, has disposed of his residence here and has purchased another at Cambridge Springs, Pa., where he will make his home hereafter.

Quite an active demand for cooking glassware is reported by local jobbers.

The demand for all lines of tumblers is most active. Hotel tumblers are in particularly heavy demand. Thin blown tumblers are also wanted. In some districts there has been a slight decline in the demand for soda tumblers; but the influenza ban is being gradually lifted, and the sale of these goods in those territories is showing a gradual revival.

All salesmen for the United States Glass Co. are now at the home office, having completed their fall trips.

With Ohio passing into the "dry" column, bar glassware has received another jolt. But there are indications that another vote on the question may be taken. This is permissible under Ohio laws, which allow a referendum.

The committees' work with reference to reducing the number of glassware items manufactured is about completed and awaits the action of the authorities.

"If I had anything to do with the proposition I can assure you that we would make no exhibit in Pittsburgh in January," said the general manager of one of the largest glass manufacturing concerns this week. "Personally, I cannot see the use of a show. There is nothing new to be brought out, and considering the expense it looks to me foolish to think of making a display."

Among visiting buyers were C. W. Bow and F. M. Downs, of the George H. Bowman Co., Cleveland, and C. R. C. Brown, of the Sunshine Cut Glass Co., same city. A number of small buyers from nearby towns were here placing orders for immediate requirements with the jobbers.

George Heisler, salesman for the Corning Glass Co., is now spending a season at his home in East Liverpool.

Local glassware jobbers report little activity in business just now. Only a nominal amount of trade is being handled.

IN MEMORIAM.

AT a meeting of The Crockery Board of Trade of New York November 13 the following memorial was adopted:

"With deep sorrow and a sense of keen personal loss we record the death of our friend and associate, William Watson Magee.

"He was contemporary with the older members of our Board and for several terms one of our Trustees. The period of his business life comprised many years of faithful and efficient service and witnessed many changes in the personnel of the trade, but because of his geniality and cheeriness, his alert bearing and spirit of youthfulness, our thought placed him among the younger of our associates.

"We admired him for his integrity and his high sense of duty and honor. His serene good humor and cordial friendliness commended him to us as an esteemed and lovable companion whom we will ever hold in affectionate remembrance."

MISLEADING ENGLISH MOTTO WARE.

SOME of our pre-war crockery has become quite irritatingly out of date, says a writer in the "Manchester Guardian." We have been obliged to banish from the table all our homely brown and yellow glazed pottery with its hospitable (with one exception) Scotch mottoes. Who can now endure a brown-ware dish of margarine with the doubly-delusive invitation, "Tak' yer wull o' the butter," or a sugar basin with the lying inscription, "There's mair in the kitchen," or a useless jam dish with the mocking and empty reflection, "No' the dish, but what's in it"? Almost the only piece which has survived as at all suited to the changed times is the plate which says "Be canny wi' the butter!"

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of August, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated	$ 17,650	$ 10,598
decorated	475,942	257,105
From France	66,639	8,744
Germany	.....	.....
United Kingdom	81,367	54,844
Japan	293,541	189,801
Other countries	34,395	3,716
Earthenware, not decorated	49,611	34,936
decorated	223,379	176,997
All other	19,216	28,282
Total	1,261,750	765,023

FOR EIGHT MONTHS ENDING AUGUST.

	1916	1917	1918
China, not dec.	$ 218,489	$ 99,741	$ 127,160
decorated	2,047,8 0	2,168,093	2,248,874
France	610,020	458,045	414,215
Germany	234,593	.....	.....
United Kingdom	349,036	444,081	322,354
Japan	712,125	1,132,830	1,438,866
Other countries	123,738	98,742	73,439
Earthenware, not dec.	221,004	381,820	336,987
dec	1,057,606	1,331,591	1,458,394
All other	179,035	192,150	228,490
Total	5,771,794	6,341,388	6,648,779

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls	$ 28,257	$ 24,889
All other toys	131,807	118,023
Total	160,064	132,912

FOR EIGHT MONTHS ENDING AUGUST.

	1916	1917	1918
Dolls & parts.	.....	$ 61,632	$158,792
All other toys	.....	238,000	649,847
Total.	.....	299,632	808,639

GLASSWARE.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1917	1918	1916	1917	1918
$66,738	$29,471	$346,226	$343,256	$357,961

CHINA CLAY.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1917	1918	1916	1917	1918
$141,609	$62,776	$1,057,880	$952,936	$832,065

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1917	1918	1916	1917	1918
$1,574	....	$8,016	$23,189	....

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1917	1918	1916	1917	1918
$2,531	$785	$156,380	$32,546	$16,263

The Red Cross—*A Definition*

Your Red Cross is America's counter-offensive, directed against the spirit of Kultur. If for no other reason your Red Cross will be justified, as a witness to the world that we reject the tyranny of Teutonism.

Against German official cruelty we match American unofficial kindness.

Against the German suppression of the individual feeling we open a way to individual expression on a national scale.

Against the theory that the State can commit any crimes that it likes, we set up a society which enjoys no subsidy but the American conscience.

The Red Cross on the worker's uniform is our people's propaganda the world around, telling the nations that American democracy does more than even its laws and its government demand to maintain morale in the world conflict.

To our enemies, who charge that we were lured into the war, we respond with the record of this mighty volunteer army standing back of our boys and our Allies by the will of a free people.

If there were no volunteer Red Cross today its existence would be justified tomorrow by this demonstration alone.

H U MacCracken

BORGFELDT & CO. REACH $10,000 MARK.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2025	4098	$10,154.74
Strobel & Wilken Co			9,762.47
L. Straus & Sons	925	3061	4,723 04
Morimura Bros	382	8951	3,837.90
Edward Boote	396	1639	2,066.13
Herman C. Kupper	348	809	1,942.25
Higgins & Seiter, Inc.	270	1760	1,790.00
U. S. Glass Co.	292	1365	1,610.00
Leo Schlesinger Co.			1,513 50
Lazarus & Rosenfeld	131	2660	1,208.81
F. A. O. Schwarz	137	2147	1,108 81
J. H. Venon, Inc.	212	391	1,023 52
L D Bloch & Co.	66	2358	919.50
George H. Kamoi	221		919.36
Hugh C. Edmiston	207	92	886.25
S. Birens	200	6	826.00
Lowenfels & Co.			665.19
H. G. McFaddin & Co.	150	100	647.50
Fensterer & Ruhe	119	590	636.88
O'Gorman Pub. Co.	124	250	601.35
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Empire China Works.	71	851	508.11
M. Herbert Co.	9	1641	450.10
A. J. Fondeville & Co.	73	533	438 74
Benjamin Griffen	43	1021	435 31
Baker & Bennett	100	26	424.50
Theo. Haviland	79	324	412.81
B. Shackman & Co.	53	727	401.70
Mrs. Philip J. Termini			400.00
J. Wedgwood & Sons	69	411	391.95
Bryce Bros	73	286	376 67
H. Brand	74	241	369.46
James M. Shaw & Co.	54	436	332.94
Wm Dougherty	65	180	316.70
Edward B. Dickinson	37	547	308.02
C. H. & E. S. Goldberg	50	193	251.56
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Lee B. Lok	58		241.67
Pairpoint Corporation	20	558	239 50
Wm. H. Plummer & Co.	39	224	219.25
Fostoria Glass Co.	43	163	219 06
Vogt & Dose	20	468	201 20
Le Roy T. Pease	30	280	194.62
Takito, Ogawa & Co.		752	188 00
John Simmons & Co.	27	288	184.05
Handel Co	41	36	175.00
M. & M. Bloom		662	165 50
Jas. S. Barron Co.	34	86	162 60
C. Dorflinger & Sons	24	218	154.44
G. W. Wineberg	37		154.29
Paul A. Straub & Co.	20	222	139.30
Calumet Mfg. Co.	26	100	132.92
Rowland & Marsellus Co.	24	110	127.58
Wallach-Behrend Co.			$126.50
Edw. D. Soule.		431	107.75
Henry Birn & Sons	20	90	106.90
Gudeman & Co.	7	289	101.39
Rich & Fisher.	10	224	97.90
Manhattan Enamel WareCo			90.29
Maddock & Miller			79.60
Max Rikelman		300	75.00
Ed. Williamson	10	110	68.66
The Owens-Kreiser Co.	9	100	62.61
John L. Garvey	6	150	62.40
Bissell Carpet Sweeper Co.	9	60	52.35
M. Wetzel		200	50.00
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros.	9	35	46.10
Wimelbacher & Rice.	8	42	43.70
Frank & Danziger, Inc.	9	10	39.85
Chas. M. Levy	3	100	37.45
Barney Scher		120	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Ko Kozai		58	14.50
B. Illfelder & Co.	1	37	13.40
Tashjian Bros		45	11.25

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

To Manufacturers.

AFTER THE WAR, OR WHENEVER YOU CAN DELIVER THE GOODS, WRITE SIDNEY N. SCHARFF & CO., 804 VICTORIA BUILDING, ST. LOUIS, MO., MANUFACTURERS' AGENTS. REFERENCES? YES, THE BEST.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH Co., 2833 Frankford Ave., Philadelphia, Pa.

REPRESENTATION WANTED—By a company that has some of the best decorated glassware on the market. Goods that sell to the finest, and some to the ten-cent, trade. Orders can be secured in every town. Want first-class commission men only in the following territories: Chicago, South, Middle West, and Pacific Coast. For further particulars address A-500, this office.

FOR SALE.

TWO-KILN pottery, North Newark, N. J., one hour trucking distance from New York market. Fully equipped for the manufacture of general ware. Ready for immediate work. Plenty of help in the vicinity. Newly built a year ago. Best Crossley machinery. Has large decorating room, with two up-to-date decorating kilns. Plenty of ground for enlargement, 400 feet on Erie R. R. For further particulars address A185, this office.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 21, 1918.

CONDITION OF TRADE.

New York As was predicted in this column, the armistice had just the effect expected—there has been scarcely any buying for the past week. Business followed the same course it did when peace came after our Civil and Spanish wars. There is no cause for uneasiness, however, as after the slump there will come a bigger business than ever, just as there did after the two wars mentioned. The financial condition of the country is good and strong, and business is in a healthier state than it was then. Owing to the powers of the Federal Reserve Board, there is hardly any chance of a panic. On the contrary, there is reason to believe that a boom may be expected after the first of the year and that high prices will prevail. Some commodities will rule higher than at present; others, however, are as high as the market will stand, as people will substitute when prices get above a certain level.

So far there is nothing that will warrant any lowering of rates. Labor, which is the chief factor in cost, has not come down, nor will it until a large number of men in the army are released. Raw materials are not likely to become lower until labor is cheaper. Freights are liable to go up, rather than go down. Taxes are to be continued on the high scale now prevailing. There will be a slightly larger out put as men who have left the factories for munition works return, and there will probably be less trouble about fuel. But neither of these two items will have an appreciable effect on prices. Furthermore, the potteries and glass factories have more orders on their files than they can fill for weeks to come, and long before they are filled the lists will be augmented by new ones.

It is noticeable that the call for lower prices comes almost entirely from the buyers for department stores. Others seems to understand the situation, and are not expecting or asking for lower rates. It seems to be a mania with the department stores to buy cheaper and cheaper. It is to them alone that the pre-war low prices were due. They hammered figures down until crockery and glassware were among the cheapest products in the world. Compare a 100-piece dinner set at $5 with any other like number of manufactured articles, and match it if you can. There never was any sense in the makers selling cups and saucers at a price which would allow them to be retailed at five cents apiece, and third-pint tumblers at two for five cents.

Retail trade has revived a little, and will continue to improve until the holiday demand sets in, when it is generally expected there will be a big business. In spite of all that has been put into Liberty Loans and the various charities there is a lot of money waiting to be spent. Fortunes have been made in war contracts, and wage-earners are still reaping a harvest. Those merchants who have laid in good stocks and are wise enough to keep them up are going to benefit largely from their foresight.

Immediately following the publication of the truce

terms there was a brisk revival of business in the lamp trade, both wholesale and retail.

There was also an increased demand in the exclusive stores for high grade china.

REASONS NO LONGER EXIST.

IN order that there might be as little interference as possible with the Government's labor programme, and for the purpose of preventing the expenditure of money for non-essentials, the retail trade of the country entered into an agreement with the Council of National Defense with regard to Christmas holiday selling.

Under this agreement the merchants bound themselves to urge the purchase of useful gifts only and not to make the customary additions to their selling force.

In view of the approach of peace, The Merchants' Association of New York has addressed the following letter of inquiry to the Council of National Defense at Washington :

"We wish to ask you if in view of the changed conditions as a result of the armistice the Council of National Defense has considered the advisability of modifying the agreement existing between the Council of National Defense and the retail merchants in this country whereby the retail merchants have agreed not to employ additional salespeople during the Christmas holiday season. If this modification has not been considered, we wish to ask you if it would not be desirable to allow the employment of additional salespeople as usual.

"According to our understanding, there were two basic reasons for putting into effect regulations curtailing Christmas buying. In the first place, it was very desirable that the manufacture of non-essential products should be curtailed as much as possible, in order to conserve raw materials and labor. Hence, originally it was decided to curtail the manufacture of goods for holiday trade and the purchase of such goods by merchants. It was found impracticable to do this as originally planned, because at that time most of the merchandise had been manufactured and no small portion of it purchased by the retailers. As an alternative, therefore, the retailers were requested to employ no more than their normal sales force during the holiday season. Results of this would be to conserve labor employed in selling goods, and tend to decrease the manufacture of goods by thus decreasing the sale of them.

"We wish to suggest that possibly the reasons which warranted the adoption of the present agreement no longer exist. Not only is there no urgent need of conserving labor in this way in order to supply it to war industries, but probably a great many workers, especially female workers of the type used in retail stores, will have been thrown out of work by plants now engaged on war contracts. The present regulations, therefore, are likely to be very unfair to workers out of employment. Furthermore, without doubt, the cost of living will not have decreased noticeably by that time, while the income of many workers will have decreased considerably. For instance, the incomes of many workers in this district have already decreased due to the elimination of overtime and Sunday work paying double wages in war industries. Such decreases in earning power by the man of a family might to a considerable extent be offset during the holiday season by employment of the daughters in retail stores, as has been in many instances the case during normal years.

"The present regulations obviously mean a tremendous sacrifice to a great many retail stores, because it is impossible to change the buying habits of people to such an extent that a long buying season will make up for the lack of sales facilities during a few days before Christmas. While the war situation was acute it was undoubtedly desirable to cause retailers this sacrifice; but it would seem undesirable to do so at the present time unless there are other conditions which urgently demand the retaining of this agreement.

"We would appreciate hearing from you as soon as possible, as the retailers are very much interested in this matter, and as it would be desirable to advocate this agreement without delay, if it is to be done at all."

ARSENIC IN THE GLASS INDUSTRY.

THE chief use of arsenic is as a clarifying agent and to improve the melting of glass. When mixed with the charge of glass metal it sinks to the bottom of the pot, where it is quickly volatilized, and the vapors, under high tension, ascend through the mass and produce active ebullition, which accelerates the clarification and intimate mixture of the glass.

Arsenic also facilitates the melting of the glass metal in the same way as fluxes, but does not affect the composition of the glass as do these latter. Even when added in large quantities, the amount of arsenic finally remaining in the glass is small, and its influence on the quality is beneficial.

While it is true that the mechanical action of arsenic could be performed by other agents, such as the steam from potatoes, turnips or wet wood, as is used in the blowing process, wood, for example, cannot be employed when the production of high-quality glass is in question, owing to the risk of small particles of carbon being left in the glass.

Arsenic, moreover, is a decolorizing agent, exerting an oxidizing effect on carbon and sulphur compounds which would impart a yellow tinge. At the same time it counteracts the staining tendency of such decolorizers as manganese and selenium and can be used to control the coloring properties of the metallic oxides.

Both French and American glass manufacturers use arsenic in special glasses—safety lamp glasses and mirror glasses containing up to one per cent, it being asserted that arsenic improves the lustre and mechanical strength of the product. In lead glasses, on the other hand, arsenic forms lead arsenate, which turns the glass milky (enamel glass).

THE SAME AS IN CANADA.

IT is announced from Washington that Senator Lodge has introduced a bill compelling dealers who offer German goods for sale to display signs and placards stating the fact.

Illuminating Devices.

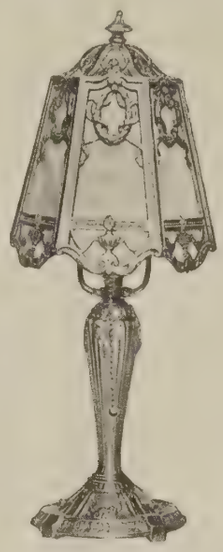
Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

LAMPS are looked upon by many as being in the luxury class. Why this should be so is not quite explainable, for if a lamp furnishing necessary illumination to work or read by in the home is not almost as essential as a chair to sit in, then it is difficult to tell just what is. With the advent of peace there is no doubt that the public is going to celebrate the approaching holidays by ignoring to a considerable extent the request, made months ago by the powers that be, that Christmas giving be confined to useful articles. There are some overly-conscientious ones, however, who still feel they should refrain from spending money except for things of a utilitarian character. Lamps should be considered in this list. That they are so by many is evidenced by the fact that early buying has already begun in many stores, and manufacturers feel that there is going to be an active demand for them this holiday season.

The ban on building operations having been lifted, the greatest activity in that line is expected as a consequence of months of idleness. This announcement is a source of much satisfaction to manufacturers of illuminating glassware, whose business has suffered

seriously as the result of construction having been ordered stopped by the War Industries Board for the period of the war. Buyers should be prepared to meet requirements with a good assortment of designs and shapes to show their customers, and they cannot do better than investigate those manufactured by Gillinder & Sons, whose exhibit at the New York office, 19 Madison avenue, is replete with original creations.

The "Fredro" lamp, one of the newest items in which Oscar O. Friedlaender, Inc., are specializing, is shown in the illustration below. It has proved a tre-



mendous success at the small price asked for it. It is made of cast metal, stands fifteen and a half inches high, and is finished in gold, Japanese gold, ivory or silver. The concern is making twenty-four hour shipments, in order that it may be available for holiday business.

It is impossible to exaggerate the beauty of a number of new designs in electric portables recently received at the showroom of Edward Miller & Co., 68-70 Park Place. The very latest is the McKinley gold finish, which is exhibited in a number of highly artistic combinations, any one of which will add distinction to a lamp department.

Few lines can boast of greater diversity of design than the "Pilabrasgo" gas and electric portables manufactured by the Pittsburgh Lamp, Brass and Glass Co. The line shown at the local salesroom, 35 West

Twenty-third street, offers an opportunity for selection seldom equalled by one factory. It matters little whether inexpensive, medium or higher grade lamps are required, they are all represented in a wide variety of patterns and finishes. The concern has won a reputation for the introduction of many original ideas in style and finish, and no matter how frequent the dealer may visit the salesroom he is sure to be greeted by something new.

Buyers who cannot find what they want in the large showing of lamps at the Bradley & Hubbard Mfg. Co.'s salesroom in the Fifth Avenue Building will be difficult to please. There is an exclusiveness about their shapes and designs that causes them to be especially favored in the retail stores where customers are looking for something distinctive.

SUBSCRIPTIONS TO WAR WORK FUND.

THE Crockery, Glass and Allied Trades committees have done good work under adverse circumstances. Home towns have made their claims for contributions at the expense of the New York fund, and yet the showing is excellent. Up to this writing the following subscriptions are reported:

James M Shaw & Co and Emp	$1,280
Strobel & Wilken Co and Emp	652
William S Pitcairn Corp and Emp	580
Lee Kohns	500
R E Deitz Co	500
Maddock & Miller and Employees	318
E I Horsman & Co and Employees	318
Lazarus & Rosenfeld and Employees	315
Herman C Kupper and Employees	284
B Illfelder & Co and Employees	281
L D Bloch & Co	280
John Davison & Emp	266
Budde & Westerman	250
F A O Schwarz	250
Steinfeld Bros	250
Selchow & Righter Co	250
Rudolph Gaertner	216
Palm, Fechteler & Co	200
Meakin & Ridgway	200
Lionel Corporation	200
Kniffen & Demorest and Employees	173
T J Martin	150
Frank & Danziger	135
M Kirschberger & Co and Employees	130
Edward B Dickinson and Employees	124
E W Hammond and Employees	111
Owens-Kreiser Co	100
Hugh C Edmiston	$100
Josiah Wedgwood & Sons	100
Alfred G Moment	100
G M Thurnauer & Co	100
S Herbert Cut Glass Co	100
Palm Bros Co & Emp	100
"Pottery, Glass and Brass Salesman" and Employees	100
Edward Boote and Emp	92
Baker & Bennett and Employees	88
A E Hull Pottery Co and Employees	87
L Bernardaud & Co and Employees	86
Robinson Clay Products Co and Employees	80
Gilman, Collamore & Co	67
Wm R Noe & Sons and Employees	54
Helen J Walbridge	50
J R Gibney & Co	50
D W Hunter	50
W S Ensign, Inc	50
C W Bennett	50
Lillie H Nelson	50
Katherine C Walbridge	50
Ayvad Mfg Co	50
Crockery Board of Trade and Emp	41
Gund Mfg Co	40
Phoenix Glass Co, N Y Office Employees	36
Animate Toy Co & Emp	35
H Benedikt and Emp	35
Harry Friedman	25
McCready Pub Co	$25
S Herbert	25
David L Wise	25
Horace C Gray Co	25
Morris Sender	25
O K	25
Tielmen & Gunshor	25
S Lisk & Bros	25
A S Ferguson Co	25
Davis & Voetsch	25
Ideal Aeroplane Supply Co	25
Samuel Zuckerman	25
Morris Bergman	25
M Herbert Co	25
Zuckerman & Lieberman	20
C H Taylor and Emp	20
E A Unger	20
N Radus	15
Kirckhop Pot Co	15
P F Pia, Inc	15
D J Barry and Emp	12
A H Hays and Emp	11
United Cut Glass Co	10
M S Benford	10
J A Postley	10
Fannie Jacobs	10
W H Lum & Sons	10
Henry Rosenstein	10
M Eckman	$10
G Lowman	10
C Putterman	10
Max Lowenstein	10
Herman Kornahrens	10
H Greenberg	10
C E Noe	10
Nat French Fancy Co	10
John L Garvey Emp	10
Haber Bros	10
Justin Tharaud	10
Wm Guerin & Co	10
M Eckman	10
Henry Witte	7
Johnson Bros Emp	5
William Walls	5
L Nettleton	5
Edmondson Warrin & Co	5
J S Kearns	5
W Kossovsky	5
E L Bates	5
William Feix	5
J Wolfe & Co	5
Lincoln Toy Co	5
Alex Baron	5
L Solomon	5
E V Weiss	5
A H Ledden	5
Geo Platz	5
Mrs Rosenberg	3

CREDIT MEN LOOK AHEAD.

WHILE admitting that "there are elements of danger confronting credits" during the readjustment period after the war, the Council on Credit Defense of the National Association of Credit Men declared in a statement issued recently that "there is nothing in the situation which may not be controlled by wise and judicious conduct on the part of business."

In announcing the "formulation of a broad readjustment programme" the Council asserted that "business men should be permitted to guide the Governmental authorities in bringing about, with the least possible friction and upheaval of business, such changes as the new conditions create."

To meet these conditions the Council declared that contracts, upon which the larger percentage of America's industrial resources have been concentrated, must not be abruptly terminated; that commodity values and prices must not be suddenly lowered: that long-term transactions must be abridged, and that, "in order that credit may be kept liquid, open accounts must be curtailed as far as possible in favor of negotiable and self-liquidating acknowledgments of debts."

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of October amounted to £30,681, compared with £26,225 for the month of October, 1917.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Although the order has been issued from Washington allowing pottery manufacturers to increase production by turning over glost kilns four and one-half times monthly instead of thrice monthly, it is not likely that the permission can be availed of for some time to come, on account of labor shortage. The manufacturers would be delighted to increase their output, but are unable to do so, and for the time being there will be little, if any, change in the manufacturing situation.

* *

There is a gradual cleaning up of all orders for souvenir goods. The bulk of this business has been shipped, and only a small portion remains on file. On account of war conditions the volume of this trade has not been as heavy as in former years.

* *

Representatives of a number of potteries hereabouts went to Washington last week to protest against the placing of earthenware in the same freight classification as china. Such procedure would permit the railroads to charge as much for a cask of "lump" as for the best decorated dinnerware. The decision of the officials has not yet been announced.

* *

Two gold stars now appear upon the service flag in the office of the Knowles, Taylor & Knowles Pottery Co.

* *

No time has been set as to when the ban will be lifted on the making of new shapes and decorations. It does not matter much, anyway, as on account of the lateness of the season manufacturers would find it difficult to plce new patterns on the market now for January trade. Besides, it would be almost impossible to obtain decals. Salesmen for the latter say, however, that when it is permissible to print new dinner decals there will be a rush of business, as all pottery manufacturers will eventually want to brighten their lines. A number of designs were engaged just at the time the ban on new treatments became operative, and the printing of these editions will start just as soon as the way is open.

* *

John B. McDonald, manager of sales for the Knowles, Taylor & Knowles Pottery Co., has been ill with influenza, but is now recovering.

* *

Fuel Administrator Garfield has notified the pottery trade that it will be allowed more coal this winter. One thing less to worry over.

* *

In order to increase labor forces in the potteries, the United States Employment Bureau is advertising throughout the country for workers to fill positions in practically every department.

* *

An illustration of how well some pottery workers here are paid is evidenced by the fact that a jiggerman and one boy recently received $250 between them for two weeks' work.

* *

A Western sanitary plant which planned to enter upon the manufacture of vitreous hotel ware, and placed its order here for the necessary machinery, cancelled the contract two days after the armistice was signed. A large deposit placed with the machinery manufacturer was of course forfeited. Part of the machinery was on the cars ready for movement when the countermand was received.

* *

The sagger machines which are being installed in several local potteries will ease the labor situation in those plants considerably.

* *

Some of the younger manufacturing potters hereabouts were just about to file their papers with the local draft board when the notice was sent out that such blanks should be returned unfilled.

* *

Decorated dinnerware continues in very heavy demand. While former established patterns only are be-

ing sold, buyers have been ver liberal in sending in orders for matchings.

* *

Quite a lot of business has already been placed with manufacturers for merchadise for next spring's delivery. The day of the "job lot" seems to have passed, and on account of production being below normal, buyers have to anticipate their future requirements.

GERMAN TOYS FOR U. S. SOLD ABROAD.

IN view of the concerted movement against the sale of German toys in this country, a report made to the Department of Commerce by Counsul General Listoe at Rotterdam is interesting. In part, he says:

"One of the leading German papers recently published a review of the toy industry of that country which showed very plainly the difference between the former and the present status of the industry. The complicated toys, so the newspaper stated, have made way everywhere for the simplest kind of wooden toys, whereas before the war wood was used only for the cheapest articles.

"Dolls cannot be made any more owing to the lack of the meal and cement used in making the bodies. Also the material for heads for the better kinds of dolls can no longer be obtained, and the same is true of the goods from which their shoes, hats, clothes, etc., were made. All of the former materials that can still be obtained cost at least four times as much as before.

"Even the little monkeys on sticks and the cheap illustrated picture books are no longer obtainable, except in the case of a few dealers who have an old supply from before the war. Metal toys are also scarce. The little trains, magic lanterns, etc., which once were to be obtained everywhere are rarely seen now. The are made only in small quantities by a few manufacturers who at the same time make munitions and so have at their disposal a small supply of the necessary raw materials.

"Before the war there were large supplies of all kinds of toys on hand in Germany destined for exportation, but naturally they could not be delivered, which caused the supply for the home market to last longer, especially in the case of toys of the better quality. At present great difficulty is encountered in sending the toys from the factories to the big cities, so that the goods which have been ordered do not come into the possession of the customer until a very long time has passed.

"These reports, taken from a German paper, are in all probability not too dark, for bad times have begun for the German toy industry. Also after the war it is not expected that better times will start in quickly, for almost all countries are developing their own toy industry, and foreign toys, besides being regarded with a hostile feeling, will surely be subjected to a duty as articles of luxury. Therefore, the German export of toys, which in pre-war days was very important, has apparently received a hard blow.

"Very few German toys that have been recently made in Germany are for sale in Holland. The best toys on the market here are those manufactured in Germany in 1915 and 1916, and intended for America. These toys, bought by American importers aed stored in transit here awaiting shipment to the United States, are now being sold here by the American firms, owing to the impossibility of shipment, and these toys are competing most successfully with the German toys manufactured at present.

"It has also been learned, on good authority, that Swiss toys are competing most successfully with German toys and that a German agent of a big German toy manufacturer recently was trying to make a deal with a Swiss firm to sell Swiss toys here in Holland. This would never have happened if his own firm in Germany could do any business here."

SWISS TAKE PRECAUTIONS.

EARLY in the war German concerns tried to maintain some kind of foreign trade. The handicap they labored under was the universal detestation of everything German because of the atrocities in Belgium, France, and elsewhere. As a subterfuge, branches of German factories or selling agencies for their products were established in Switzerland, Holland, and the Scandinavian countries. In some instances a portion of the finishing work on German goods was done in these countries, but in others not even this much deference was shown. Instead of "Made in Germany" the notation on the products was one showing origin in another country.

Switzerland was the first of these outside countries to rebel at this course. The manufacturers there perceived that their native products would be under suspicion and be discredited all over the world if it continued. So they resolved to protect themselves, and in the near future the word "Spes" will be found affixed to the various articles exported. The letters are the initials of the "Syndicate pour l'Exportation Suisse," an organization of exporters in Switzerland which is desirous of preventing goods made in other countries masquerading as Swiss. Although the movement seems to be aimed at all foreign countries, it is really directed only against Germany.

The word "Spes" will show the goods to be of absolute Swiss origin. No one can use it unless he is a member of the syndicate, and he cannot become a member unless he proves that his goods have been produced on Swiss soil, and, in addition, the manufacturer or producer must have been of Swiss nationality before July 1, 1914. In the case of stock companies, the president

and two-thirds of the directors must be of Swiss origin or citizenship, and at least two-thirds of the capital must be Swiss.

AT CHICAGO.

THERE has been a marked improvement in trade during the past week. The inquiry from buyers has been sharp, and a number of orders have been placed for goods which would not have been ordered if the end of the war had not come. Still, the real big business will not start until after the first of the year. In view of the expected rush the buyers of crockery and glassware are curious to know how soon the factories will be able to reach their former scale of production.

* *

The future of French china prices is absorbing attention. These have reached a very high level—so much so that many say the movement of these goods will be checked and seriously curtailed unless they can be sold for less money. While it is not probable that the prices on French china will ever come down to the pre-war level, there is good reason to believe that they may be lower than at present.

* *

Prices on English goods are expected to remain about the same. At the store of Marshall Field & Co., which makes a specialty of English ware, it was stated that no immediate change is expected. The demand for English goods was never better.

* *

William Ford, of Burley & Tyrell, has returned to the city, and W. O. Coleman is now contemplating an Eastern trip.

* *

Downtown crockery and glass establishments are much aided by the lifting of the ban on lighted windows. The department stores, in particular, have been benefited.

* *

Pete Rinkin, buyer for the Boston Store, will make a short Eastern trip within the next week.

* *

C. H. Colton, buying for the Madison (Wis.) Tea Co.; W. Stedman, for Theodore Swan & Co., Elgin, Ill.; John Jacklin, for Harris, Emery & Stone, Des Moines, Ia., and H. D. Segar, Decatur, Ill., were visitors during the past week.

* *

J. M. Horton, of the E. B. Sebring China Co., Sebring O., was also among the visitors.

* *

Mrs. E. J. Lehman, vice-president of "The Fair," and widow of E. J. Lehman, founder of the store, was killed in an elevator accident at her home last week. She entered the elevator to descend to the first floor, and in some manner was caught between the floor of the car and the shaft. "The Fair" immediately closed, and remained closed until after the funeral.

* *

W. E. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va., paid a visit to the city during the week.

* *

When the war broke out a good many firms said that they would keep on the payroll all those who joined the colors. Few have made good on this promise, although there are exceptions. The Crunden-Martin Co., of St. Louis, represented in this city by Earl W. Newton & Associates, has regularly paid its employees in the service fiffy per cent of their regular wages. This, added to what they receive from the Government, has brought their incomes to a figure equal or very near that received in peace time.

* *

Guy E. Crooks, president of the Crooksville China Co., spent the early part of the week in the city.

* *

Work is to be resumed at once on the new building for Butler Bros., which has been lying incomplete for more than a year on account of the war. Only fifteen per cent of the work on the structure had been done when the order came to stop.

* *

The demand for toys at the department stores is starting early. Indications are that the stocks will be literally wiped out this year.

* *

Phil Cohen, buyer for Hillman's, will make an Eastern trip for glassware and housefurnishings shortly.

* *

I. J. Collins, sales manager of the Hocking Glass Co. Lancaster, O., is expected in the city next week.

NEW SERIES OF SAVING STAMPS.

THE Secretary of the Treasury has determined upon the issuance of a new series of War-Savings Certificates and Stamps, to be placed on sale early in 1919 and to be known as the Series of 1919. The new series will have a maturity date of January 1, 1924, and in practically all respects will be issued on the same terms and in the same manner as the present series of 1918.

A new $5 War-Savings Stamp, blue in color, bearing the head of Benjamin Franklin, the apostle of saving, and a former Postmaster-General, is in preparation.

The same Thrift Stamps and Thrift Cards now in use will be continued in 1919 and will be exchangeable into new series of 1919 War-Savings Stamps payable January 1, 1924, in the same way as the exchange has been made during this year into the series of 1918 War-Savings Stamps.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, NOV. 21, 1918.

PRIOR to the war Germany sent to this country nearly one-half of all the china we imported. Naturally, every dealer in the country is interested in the outcome of the big and growing movement to boycott German goods, and just as naturally looked to the CROCKERY AND GLASS JOURNAL last week to tell them what was going on. They did not look in vain.

THE Freight Commission at Washington lately proposed to raise the classification on earthenware, and a hearing was held last Thursday, November 14. In the interest of their customers some of the potters went to Washington to protest. Strange to relate, only two or three out of the thousands who pay the freights put in an appearance. It is really not the business of the potters to look after such matters; but they have always tried to protect their customers. It would seem as if those who pay the bills ought to be interested. At this writing no decision has been reached.

NOW THAT PEACE HAS COME.

THE war has drawn on the man power of the country until, with the sailors on the ships, the soldiers in the field, the auxiliary army of men to handle supplies, construct railroads and erect buildings, the workers of the Y. M. C. A., the K. of C., the Y. M. H. A., the Salvation Army, etc., more than five millions have been taken. Women have come to the fore nobly in the endeavor to fill their places, and in many cases have proved efficient and helpful, but not invariably. Now that peace is surely here, hosts of men will be released, recruiting will cease, and some time, no one knows when, the soldiers will be coming home. It is probable that the sailors will be kept on indefinitely, as shipbuilding is to go on and the country will need them to man the vessels. When the men are through with war work they will seek employment in peaceful occupations. Not all of them are going to get positions at once, however. How far merchants and manufacturers will go in the discharging of women is uncertain. In the cases where positions are creditably filled the women will undoubtedly hold them.

The point is this: In a short time there will be a surplus of labor, and wages will come down. It was the high price of labor that increased the cost of living. Labor found that it could sell its services at a high figure. It had a perfect right to do so. With changed conditions employers will have an equal right to reduce wages. Living expenses will then go down, the dollar will then go further, and the workers be relatively just as well off. It is not probable that wages will go back to the figures before the war, nor will living expenses be as low. High wages have given their earners a taste of luxuries of which they never dreamed, and they will want to continue them. Luxuries cost money, and labor will strive to get all it can. The conflict will come when employers begin to cut wages. But the reduction is inevitable. Where men have been provident they may refuse the lower compensation, preferring idleness. Where they have not—and probably the most of them have spent as they earned—they will accept conditions. They will be wise to do so.

PERSONAL.

WE were going to start this paragraph with the customary titular dignity conferred on "Pete" O'Neill; but as royalty is somewhat in disfavor at present we had better discard the "H. R. H." and simply state that the Good Old Scout, notwithstanding the præmomenal handicap, is a royal good fellow, and his appearance in the warerooms always makes a bright spot in the day. Although he has been out of business for several years, he occasionally visits his old haunts. He is taking on weight, looks in the pink of perfect health, and is just as jolly and companionable as ever. Long may he live and be remembered as one of the best buyers of crockery and glass that ever bothered and delighted the salesmen!

Walter Wearn, who figured very prominently in the trade years ago as the New York representative of the now defunct National Glass Co., registered at the Hotel Majestic last Thursday for a week's sojourn in the city. He is now running a plantation at Charlotte,

N. C., raising cotton, fruits and vegetables. He is fat and hearty, weighing 260 lbs., and just as optimistic as ever.

Martin M. Simpson, son of the Chicago manufacturers' agent, Lewis H. Simpson, and associated with him in business before entering the service, was a caller at the salesroom of the Horace C. Gray Co. on Monday to say good-bye before his departure for Quebec on Tuesday to sail for France. He is a member of the Ambulance Corps, and expects to be on the other side until next September.

Thos. G. Jones returned last Saturday after a week's absence on a visit to the McKee Glass Co's factory at Jeannette, Pa.

Corporal Carl Meyer, Jr., son of the well-known buyer for the Lewis & Neblett Co., Cincinnati, was in this city on Monday calling on some of his father's friends in the trade here. He was aboard the transport Adriatic ready to sail for France when the news of the signing of the armistice was received. The sailing of the vessel was canceled, and the soldiers were all sent back to Camp Merritt, where he is still stationed.

A. P. Doctor arrived home last Friday after enjoying a four days' hunting trip in the southern part of New Jersey, during which he popped a fine lot of quail, pheasants and rabbits. Albert Priestly, of the Camden City (N. J.) Cut Glass Co., accompanied him.

Mrs. Ada Strawn, formerly buyer for Newton, Weller & Wagner, San Antonio, Texas, who, as reported in last week's issue, is now in the service, sailed for France on Tuesday.

William H. Phillips, secretary of the Smith-Phillips China Co., East Liverpool, accompanied by Mrs. Phillips, spent the latter half of last week in New York on a pleasure trip. He managed to spare a little while for a chat with H. Benedikt, who represents the factory's line here.

Fred Brey returned to his desk at B. F. Drakenfeld & Co.'s last Thursday after ten days' jury duty.

J. Carl Underwood and R. Kondo returned last Friday from a tour of the principal cities in Canada with a nice amount of business for Takito, Ogawa & Co. They were in Toronto at the time of the arrival of the armistice news, and say that the enthusiasm displayed could not have been surpassed anywhere. A peculiar feature of the celebration was the use of tin cans as noise-makers, five carloads being picked up on the streets the morning after. It was a also a great day for talcum powder manufacturers. The air was thick with it, and to appear on the streets was to get one's clothes covered, and one's eyes, ears and mouth full.

George R. West, head of the Westmoreland Specialty Co., accompanied by Mrs. West, stopped off in New York on Tuesday for a two days' stay en route to their home at Grapeville, Pa., after paying a visit to their son, Lieut. Charles L , who is an adjutant at the University of Vermont, Burlington, where he acts as military instructor to the thousand students—high testimony to the ability and efficiency of a twenty-two year old. Another son is a lieutenant in the aero service at Selfridge Field, Mt. Clemens, Mich.

Albert Binswanger, buyer for Jos. Horne & Co., Pittsburgh, arrived in the city on Tuesday and began placing orders.

Ernst B. Koscherak, of Koscherak Bros., who has been confined to his home with pneumonia, made his first appearance in eight weeks at the salesroom on Tuesday. He made the trip downtown by auto, and only remained a few moments, for he is still in a very weakened state. He expects to leave the last of the week for Atlantic City, where he will remain until he has fully regained his strength.

Percy Penn, of Thos. G. Jones' sales staff, is back on the buyer's trail after putting in a session of three weeks with the influenza.

Miss Florence Seebeck, William J. Kennedy's efficient assistant at the salesroom of A. H. Heisey & Co., was gladly welcomed when she returned to business on Tuesday after many weeks' absence on account of serious illness from pneumonia.

E. Torlotting has arranged to assist James J. Temple, New York representative of L. Bernardaud & Co., for such length of time as is necessary. His business on Twenty-third street will go on just the same, but as it will take a few weeks for him to get goods and Mr. Temple was short-handed owing to the absence in camp of Fernand Desmaison, the arrangement will prove of mutual benefit.

I. J. Collins, of the Hocking Glass Co., made a brief visit to New York on Wednesday.

It was like an informal reception at the salesroom of Maddock & Miller on Monday when different members of the trade came in to shake hands with Lieut. Donald M. Miller, who is home from the camp at Morgantown, West Va., recovering his strength after

a bad attack of grip as well as the effects of a subsequent operation for abcess of the stomach. "Don," as he is familiarly called, was Southern traveler for the firm previous to entering the service.

Congratulations poured in upon George H. Stuart, general manager for the Mitchell, Woodbury & Co., Boston, on Tuesday of this week, the occasion being the arrival of George H., Jr., who balanced the scale at nine pounds. Mother and son are doing well.

A. Abrams, traveling representative for the Robichek Co.'s lamps, came back to headquarters on Tuesday after making a successful trip through the South.

PREFERENCE LIST ABOLISHED.

EQUAL conditions for competition by both war and non-war industries is provided for in a resolution adopted by the War Industries Board on Tuesday abolishing the preference list for war industries.

The abolition is complete, and permanently wipes out Government preferential aid to industry engaged in war manufacture to the disadvantage of peace industry, now that the need of war supplies has passed.

LABOR'S INNINGS.

CHATTING with the proprietor of a glass factory recently, the writer was told the following:

A worker in a glass factory obtained employment in a munition plant. As a glass worker he made about $30 a week. As a munition maker he drew for six weeks in succession $166.66. At the end of the period he had saved just $35.

A man in a glass factory asked his employer if a job could be found for his son, a lad not quite fourteen, during the summer school vacation. The boy was hired at $2.50 a day, but soon showed he was not worth fifty cents, and was eventually discharged. A little later the father asked for a raise in wages on the ground that his fourteen-year old son was getting $6.40 a day in a munition plant and he felt humiliated that he, the head of the house, was only getting $3.75. He would have to quit if he did not get at least $5. The proprietor told him he was getting what other men doing the same work received, and he could not allow a munition plant to fix the wages of his operatives. The man quit. Within a week he was back asking for his old job.

A glass worker threw up his position to go to an iron mill where Government orders were being filled. He was assigned as helper in a certain branch of the work. A man of good natural ability, he soon became an expert. He worked only one day in the week, but that day was twenty-four hours long, starting at 6 p.m. Saturday and ending at 6 p.m. Sunday. It was all "overtime," and he drew $106 for the twenty-four hours.

J. B. GREENHUT PASSES AWAY.

AFTER an illness of more than a month, Captain Joseph B. Greenhut, merchant and civil war veteran, died Nov. 17 of heart disease in his home at 325 West End Avenue, aged seventy-five. The Captain's career, from the time he roamed the streets of Mobile looking for work to the final liquidation of the Greenhut Co., of which he was president, in the spring of this year, had been full of adventure in all its phases. He enlisted in the civil war as a private, and by the end of the war had risen to the brevet rank of Colonel. He was wounded at Fort Donelson, and barely escaped having his arm amputated as a result.

Captain Greenhut was known best in this city for his association with the Siegel-Cooper store, and later with the J. B. Greenhut Co. at Eighteenth street and Sixth avenue. The original store began business Sept. 12, 1896, and the opening was something of a sensation. It was estimated that 150,000 persons endeavored to get in for the public exhibition that night. In 1902 the Greenhuts bought out Henry Siegel. Then in 1907 Altman & Co. moved uptown and left vacant the building on the west side of Sixth avenue. J. B. Greenhut and Henry Morgenthau, former Ambassador to Turkey, purchased that building and set up the store formerly known as Greenhut & Co. The Siegel-Cooper Co. and Greenhut & Co. were consolidated in 1910, under the style of the former concern, while in 1914 the failure of Henry Seigel led the firm to change its name, and it then became known as the J. B. Greenhut Co.

In 1915 the company failed, but was reorganized and continued to do business until March of the present year, when it decided to liquidate and discontinue business. This decision was taken, it was said at the time, because the shopping district had moved uptown and had left lower Sixth avenue an unprofitable neighborhood for a department store.

Henry T. Robins, an old-time crockery merchant of Pittsfield, Mass., died at his home there November 13, aged eighty-five.

After a very brief illness of pneumonia, Mrs. F. I. Simmers, wife of President Simmers of the Hall China Co., died at her home in East Liverpool, O., last Monday. She was a sister of Robert T. Hall, general manager and treasurer of the Hall China Co.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The offer of $90,000 for the plant and real estate of the J. B. Higbee Glass Co., at Bridgeville, Pa., has been accepted by Receiver Irvine, and the General Electric Co. wiil take posession on or about January 1. The new owners, it is announced, will confine its production mainly to tubing. The book accounts, business and molds of the Higbee company were not included in the purchase. Because of the requirements of the General Electric Co. a glass foctory was required quickly. War conditions prevented the company from putting up a plant, and it went into the market to buy, with the above result.

It is very easy to obtain permits just now to move carlots of glassware. Requests last week were granted almost upon application. The situation is very favorable to manufacturers who need raw materials, and also to buyers whose orders have been held up because of inability to obtain cars.

Since the signing of the armistice there is a tendency upon the part of some of the larger buyers to anticipate their requirements in a liberal manner, and salesmen for the United States Glass Co., who are making short trips over their respective territories, are taking good oreers.

Robert G. West, manager of the sample rooms of the Pittsburgh Lamp, Brass and Glass Co., has returned to duty after being confined to his home with an attack of influenza.

Small town buyers who have visited this market within the last few days are very optimistic and are placing good orders with the jobbing houses. They say that their trade is excellent, and that the tendency is to buy upon broader lines.

Early this week a very large order for glassware was received from a buyer in Uruguay by a manufacturer in this territory. It is believed that the exports of American glassware will show a very large increase within the next six months.

Rumor has it that a new glass factory making a general line of tableware and specialties will be established here shortly.

Within the past four years the wages of glassworkers have been increased from 75 to 104 per cent.

A slight increase in the demand for cut glass from local jobbing houses has been noted within the past ten days.

Fire in an adjoining building caused some damage to the store and stock of the Atlantic Glass Co. here a few days ago. For a time the blaze threatened to be serious; but eleven fire companies responded to the alarms, and it was ultimately gotten under control.

Franklin K. Lane, of the Department of the Interior, is authority for the statement that a corporation for the handling of the potash found in the United States is about to be formed. Four sub-committees are now at work on this proposition, which is of vital interest to the glass trade.

What will become of the glass manufacturers' committees' work with reference to the further reduction of lines as suggested by the War Board? Before the signing of the armistice work on the reports was progressing favorably. In the meantime the manufacturers were advised that an increase in production was allowed. Whether the reports will ever go to Washington now is a matter for conjecture.

With the ban on new building lifted, lighting glass manufacturers are anticipating an increased business. Jobbers in some of the larger cities have already started to order additional stocks.

Local glass manufacturers say that when those employees who left to serve any department of the Gov-

ernment return their former positions await them. It will be a case of just coming back and "hanging up their hats."

NEED FOR UNIVERSAL TONGUE.

THE following letter, recently received in this city, shows the struggle foreigners have with our language:

DEAR SIR: At my hand your Catalogue of White and decorated crocker, and wishing decorating crocker, and wishing to make with you business of some consideration, we appreciate to make us the favor to send us by Express, or Register mail; severals samples, of soap plates and dinner dishes, as also cup for coffee (smalls and larger). The plates by 6" and 7" size.

We wish as much, as white, as decorated, the size of dishes.

The prices of such samples, we can send it to the houses that you ordered, in this Capital, or in that conntry or Nations that you ordered.

Our Conditions for the payment of the trades, are to pay when on receiving the documents, by the way, of the Bank that you design in this place, or send it to you the same condition that we make with you.

Our reference, you can have it from Spanish Bank, that is Tejas Street (corner) and all the commerce, of the Island Cuba. These manifest we make it by written, in case is convenient to you our business, that we think it will, desing us your house, in case to give us good prices and we will make it rapiditey.

You will be the only one of these articles that we sell it. Your respectfully ———.

FROM ARMED SERVICE TO INDUSTRY.

THE return to civil life of the men in the armed forces of the United States is an undertaking for which the Government must accept responsibility. It called for enlistments, it summoned men to the colors under the operation of the draft law. Nearly 4,000,000 were taken from industry, to which they are now to be restored. How it shall be done with fairness to them, and with regard for the welfare of the country, which will be served by the prompt return of the soldiers to productive industry, is the problem, says the New York "Times." In principle no distinction should be made between the enlisted and the drafted men, although the latter had no choice but to leave their occupations. All have distinguished themselves in battle or served in the army or navy with a devotion that is above all praise. To many of the enlisted men their old places were promised when they should return home—an assurance that simplifies the general problem. But very many of those drafted have no certain employment to look forward to. The Government must give their cases special consideration, and provide, as best it can, for their replacement in the industries.

The Government recognizes its obligation. There need be no anxiety on that score. It will be welcome news to the soldiers and sailors who do not desire to remain in the service that the War and Navy Departments, in association with the War Labor Policies Board and the United States Employment Service, are working on a plan to translate them, with the least possible delay, back to the ranks of civil employment. They are not to be thrown upon the community to shift for themselves. The Republic is going to show itself grateful to its defenders by finding work for them to do, arranging details with employers. The War Industries Board has already sent out thousands of questionnaires to the trades and to business concerns, asking about their needs for men. The draft boards and community labor boards are to lend a helping hand, as they have means of obtaining the information desired.

Four million men cannot be taken out of the industrial and commercial life of a nation without leaving an embarrassing void. The wonder is that the country has been able to get along at all with the army and navy absorbing so vast a host of its workers. It has not got on satisfactorily; many industries have been short-handed, obliged to mark time while they awaited the return of peace. Therefore the questionnaires are being eagerly filled out by employers who have been struggling ineffectually with the labor question during the last eighteen months.

It has been proposed that the War Department establish a new bureau and avail itself of the services of Provost Marshal General Crowder to regulate demobilization so that the ranks of labor shall be reinforced rapidly and acceptably from the ranks of the army and navy. General Crowder has displayed so much wisdom and adroitness in managing the draft that the soldier-lawyer who was previously famous for drawing up a code for Cuba is obviously the man to direct the transition of the men of the armed forces back to the tasks of civil life. Happily, industry is ready for them, although certain readjustments will be necessary. There is to be a speeding up in many enterprises that had to go slowly when the United States entered the war, and there is much constructive work to be taken up where the tools were laid down. Industrial development promises to be on a scale never known before as soon as the country gets into its stride.

"THE YANK."

WE have just received a copy of No. 2, Vol. 1, of "The Yank," published by McDonald Bros., Minneapolis, Minn., for the people of the store. "Ye Editor's Colyum" is bright and breezy; but the "Girls' Gossip" will probably please the males more than any other feature. "The Yank" is published "every once in a while." It should be published regularly.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

A McClark and P G Lee, hf, Archibald Clark & Sons, Auckland, New Zealand. Belmont.

P L Beck, t, c, g, Baltimore Bargain House. 354 Fourth ave.

W H Warner, c, g, Warner Bros, Erie, Pa. Arlington,

J A Cooke, hf, Hammond & Cooke, Monticello, N Y. Herald Square.

H B Shofield, hf, C E Osgood Co, Boston. Ansonia.

E B Worden, c, g, Buckingham & Moak, Utica, N Y. Park ave.

T A Keller, hf, t, s, c, Denholm & McKay Co, Worcester, Mass. 230 Fifth ave.

F J Smith, s, Gilchrist Co, Boston. 200 Fifth ave.

C Herman, c, t, Eisenberg's, Baltimore. 404 Fourth ave.

S Blum, s, t, Cahn, Coblens Co, Baltimore. Herald Square.

M C Waldman, t, Waldman Bros, Albany. 1270 Broadway.

WE MUSTN'T LET UP.

VICTORY for the Allied forces was made possible by the hearty response of the American people to the various appeals to lend their money to the Government and to conserve food, clothing and fuel that were much needed by the army and navy of the United States and the Allies. The people of this country have readily come forth with their dollars to the aid of the Government when called upon to do so, and have gone without non-essentials to make victory possible.

The reconstruction period is now ahead of us. Considerable conservation and saving will be necessary for some time to come to enable the Government to bring home the 2,500,000 American troops that have helped to turn the tide against Germany and its allies. Considerable funds will also be needed to reconstruct devastated Europe and to bring it back to what it was before the outbreak of the world war. The Government is just as much in need of funds now as it was before Germany surrendered to Marshal Foch.

Some people are under the impression that now that the war is over they need no longer keep up their payments on Liberty Bonds and continue the purchase of War Savings and Thrift Stamps. The present issue of War Savings Stamps is still to be disposed of, and a 1919 issue is now being prepared. One, or perhaps two more "Victory Loans" will be necessary to enable the Government to complete its work.

The work of the War Savings and Liberty Loan committees will be continued, and it is imperative that all trade organizations connected with the Pioneer Division continue the splendid work they have performed since the outbreak of the war until announcement is made by the Government that the campaign in behalf of the sale of Government securities be discontinued.

The campaign for the formation of 100% War Savings Societies in every industrial and mercantile establishment in the nation is to be continued, in accordance with the wishes of the Treasury Department. It is necessary that the efforts in behalf of the flotation of Government loans be continued with greater vigor and determination by every trades committee affiliated with the Pioneer Division. Trade chairmen should leave no stone unturned in their efforts to form 100% War Sav-

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

To Manufacturers.

AFTER THE WAR, OR WHENEVER YOU CAN DELIVER THE GOODS, WRITE SIDNEY N. SCHARFF & CO., 804 VICTORIA BUILDING, ST. LOUIS, MO., MANUFACTURERS' AGENTS. REFERENCES? YES, THE BEST.

HELP WANTED.

WANTED—A PRACTICAL, UP-TO-DATE MANAGER FOR LARGE ELECTRICAL PLANT. GREAT OPPORTUNITY FOR RIGHT MAN. ALL APPLICATIONS HELD STRICTLY CONFIDENTIAL. ADDRESS MANAGER, THIS OFFICE.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

REPRESENTATION WANTED—By a company that has some of the best decorated glassware on the market. Goods that sell to the finest, and some to the ten-cent, trade. Orders can be secured in every town. Want first-class commission men only in the following territories: Chicago, South, Middle West, and Pacific Coast. For further particulars address A-500, this office.

ESTABLISHED commission brokers want items or lines to sell St. Louis jobbing, manufacturing, department stores and premium trade. St. Louis and New York references furnished. Address H. & H., this office.

FOR SALE.

TWO-KILN pottery, North Newark, N. J., one hour trucking distance from New York market. Fully equipped for the manufacture of general ware. Ready for immediate work. Plenty of help in the vicinity. Newly built a year ago. Best Crossley machinery. Has large decorating room, with two up-to-date decorating kilns. Plenty of ground for enlargement, 400 feet on Erie R. R. For further particulars address A 185, this office.

ings Societies or Victory Clubs in every firm and establishment under their supervision.

The war is over, yes; but the reconstruction period calls for the employment of all our energies.

HOW GLASS BUTTONS ARE MADE.

THE manufacture of glass buttons involves three principal operations — pressing, grinding and finishing. Most of the glass buttons are made with a brass shank, and the first process is to insert this shank into the mold. In the next operation the glass presser melts a glass rod of the color desired into a putty-like mass over a Bunsen burner, after which it is laid between two molds and pressed together to give the button the desired shape. As the buttons fall out of the mold they are annealed until absolutely cold. This cooling process requires about three hours. In this condition the buttons still have a sharp rim, produced by the two molds pressing together; these rough edges are removed by grinding them on carborundum wheels. The buttons are then washed in hot water, dried in sawdust or with towels, according to grade, and mounted on cards. Some of the more expensive are painted or otherwise decorated, by hand, by girls.

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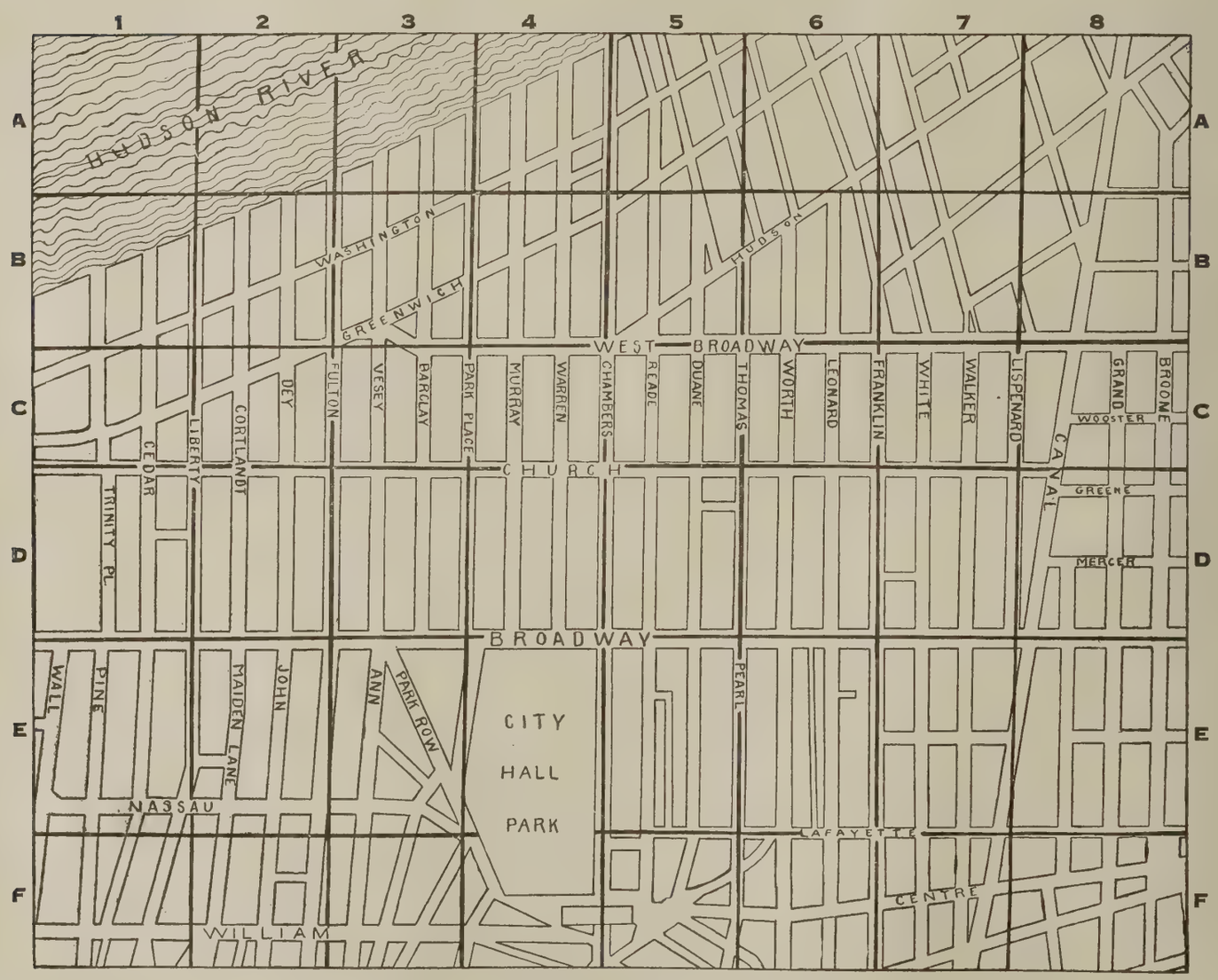

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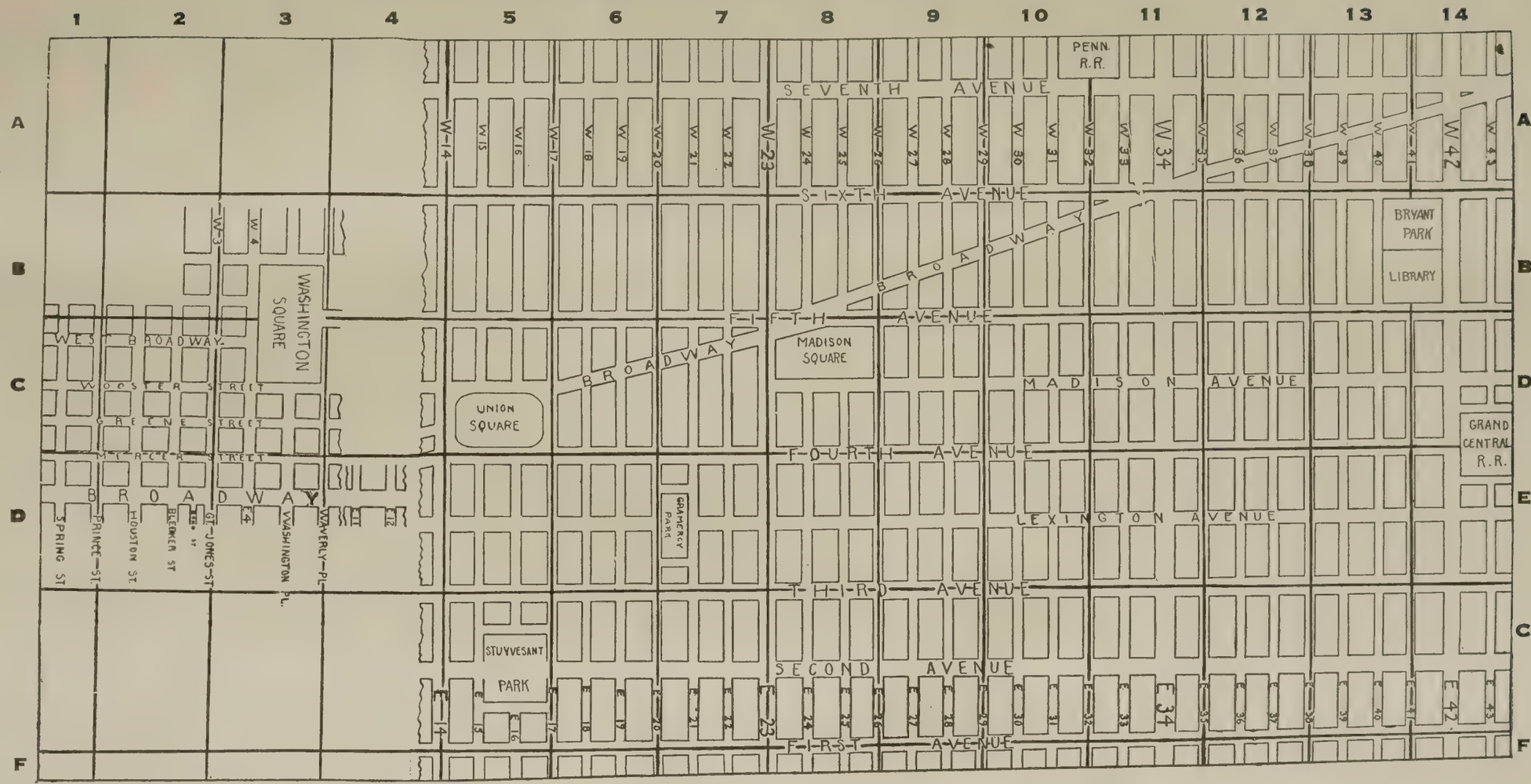

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CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 28, 1918.

CONDITION OF TRADE.

New York

Trade is following its natural trend for the time of year. Retailers are not placing large orders, but there has been some call for goods, particularly from the exclusive stores, by reason of an early and brisk holiday demand. The department stores have also felt the stirring, and business is decidedly better, although not yet at its full swing. A call for dinner services for Thanksgiving Day gave a forecast of what is to come, and everybody in the retail trade is looking for good business from now on. It is a sign of the times that the best business is coming from people who have never been in the habit of spending much money for table furnishings. It is also noticeable that stores which do a "charge" business are not the ones who are selling the most ware. It is largely now a cash-over-the-counter business from those who are strangers to the stores. In other words, working people who have made money during the war are buying more and better goods than ever before, while the well-to-do are still economizing to some extent. There are indications, however, that the latter are gradually becoming more liberal in their purchases, as there has been more business done by the stores on Fifth avenue and adjacent streets where high-grade goods are carried than for a long time. Reports from interior cities show a like condition. Near the munition plants, although the employees know that they will soon lose their jobs, they keep on buying high grade dinnerware and glass.

The importers, naturally, are not doing much business, but are looking for a big trade after the first of the year. Perhaps when the import season opens buyers will see that prices are not to be any lower, and will buy as usual. If they hold off they will find that the shortage of goods experienced this year will be nothing as compared with that encountered later on. It is going to take months before the factories on the other side have increased their output to any appreciable extent. They must remember, too, that there is not a pottery in England or France that is not loaded with orders which must be filled before new ones are taken care of. The wise buyer will make his orders as big as possible.

Conditions in the domestic potteries have not changed much. Some buyers are holding off for lower prices. From present indications they will wait a long time before they get them. Until labor costs come down there is no possible chance of reduction; and instead of lowered wages there is unrest in some directions looking for more pay. The trades unions have made it very plain that they intend to hold on to high wages and short hours as long as they can. Of course the time will come when wages will have to come down from the present high scale; but they will probably never go back to pre-war figures. We believe that buyers will be justified in paying the present prices for crockery and glassware for at least six months. And there is a possibility that they may have to pay more.

Pittsburgh and Vicinity

The demand for staple lines of glassware, for both immediate and future shipment, continues active. It is the consensus of opinion among both buyers and manufacturers that the present market

will not be subject to decline. Very little business for the higher-priced lines of blown and stemware is being placed. Cut glass is in fair request, so far as popular-priced lines are concerned. Jobbers report a good demand for lamps.

East Liverpool and Vicinity

As is customary at this season of the year, there is a slight lull in the receipt of new business. Staples form the greater bulk of mail orders, practically all specialty business for holiday trade having been shipped.

FOR OUR ENGLISH BROTHERS.

New York, Nov. 25.

Through the generosity of our friends we have been able for the last four years to send to the North Staffordshire Infirmary a Christmas gift in token of our appreciation of the splendid services and great sacrifices of the soldiers of the pottery district. We hesitate to appeal again to our friends, appreciating the very many calls that have been made on them during the last two years for the various home funds: however, we do not like the thought of not helping in a small way to relieve the sufferings of those in North Staffordshire to whom the war will never be over. We have therefore decided that, although not making a direct appeal, we shall be grateful to remit any donations that our friends may feel they can spare for the sufferers of North Staffordshire.

Yours truly,
E. John Ridgway.
W. S. Pitcairn.

KILLED IN THE SERVICE.

A TELEGRAM was received on Tuesday by Chas. Weiss, of the New York office of Wm. Guerin & Co., from the mother of E. Grant Garnsey, Jr., son of the late buyer for Marshall Field & Co., Chicago, stating that the boy, who was a member of the Pursuit Aviation Corps in France, was killed in action October 29. He was twenty-one years old, and left the University of Madison, Wis., to enter the service. He was prominent in the athletic life of the college, and was quarter-back on the football eleven.

Corporal George Henry Metzger, of Co. M, 309th Infantry, was killed in action October 16 in the Argonne forest drive. Because he was six feet two and weighed only 147 pounds he was rejected several times for the draft, but in April last he was permitted to volunteer, and went to France from Camp Dix in June with the drafted men. In his last letter to his mother, written October 15, the day before he was killed, he said:

"I have been two weeks on the front, but I cannot tell you of my experiences, as the letter might be held up by the censor, but I will say I hope and pray such destruction as I have seen may never befall the good old U. S. A. The sacrifice we have made in coming over here to fight in a strange land will not be in vain if it shall preserve the home land in its present free and happy condition."

Corporal Metzger was twenty-two years old, and for the past seven years had been in the English china and earthenware business with Hugh C. Edmiston, 129 Fifth avenue.

PRESIDENT SIGNS "DRY" BILL.

THE effect of the prohibition bill which the President signed last week has been largely discounted. Yet there was latent hope that the bill would be vetoed. The bar goods trade has been an important factor with many glass manufacturers, and its loss will be keenly felt. While the law reads "until demobilization of the army," it means that the country will be "dry" for at least a year. Meanwhile the national prohibition law which will come before Congress looms big. This says in effect that when two-thirds of the States shall have voted for prohibition Congress must take the matter up and may compel all the States to give up the sale of liquor. The Anti-Saloon League now claims thirty-eight States, and as it requires only thirty-six for a two-thirds majority the issue may be forced at any time after the sixty-sixth Congress meets, which will be March next. From the present outlook manufacturers of bar glassware will have to find new fields for the major part of their output. The date when "bone dry" conditions will become effective is far away, however. Meanwhile there still exists a call for bar glass, but in diminishing quantities.

ESSENTIALS FOR FOREIGN TRADE.

THE editor of the Foreign Department of the New York "Commercial," Dr. W. E. Aughinbaugh, in an address on "How America Must Develop Her Foreign Trade," laid down eleven essentials as necessary for its proper development and maintenance:

1. A complete chain of banks in the overseas countries co-operating with home institutions, able to render substantial and prompt financial aid to both the exporter and importer.

2. A national merchant marine, independent of government control, but subject to its orders in time of war.

3. The establishment of trade relations with other countries on a reciprocal basis.

4. The organization of a newspaper cable service similar to our Associated Press, with the object of daily

mutually exchanging news items of international interest.

5. The enactment of flexible tariff laws.

6. The improvement and extension of our consular service.

7. The recasting of all of our trade treaties.

8. Intimate co-operation and co-ordination by and between our government with manufacturers, exporters and trade associations.

9. The employment of Americans in managerial and executive positions abroad, with all-American organizations.

10. The employment of qualified Americans to manage corporations engaged in foreign trade.

11. The absolute protection, by force, if necessary, of the rights of the American investor in foreign lands.

POINTERS FOR BUYERS.

Palm Bros. are now making decals for use on enameled ware which are a decided succcess. In the regular lines for pottery they are carrying in stock and ready for immediate delivery are a large variety of new and desirable patterns. The designs are by artists of exceptional ability, and the work is first class in every respect.

Justin Tharaud is displaying at his salesrooms, 25 West Broadway, an array of attractive new glassware decorations from Edmonson Warrin & Co., including raised enamel very cleverly combined with silver deposit. A new stunt in the latter is shown in a hammered effect with an engraved design carried out on the glass to match.

The National China Co. has notified its New York representative, H. Benedikt, that a new dinnerware shape will be shipped in time for him to have it on display at his salesroom, 7 West Twenty-second street, by January 1. In the meantime he is showing some extra special values in dinnerware from another of his factories in an assortment of pleasing border patterns on which the plant is making prompt shipments.

The Horace C. Gray Co., Fifth Avenue Building, has just acquired the art lines made by the Peters & Reed Pottery Co., Zanesville, O. A number of refreshingly different ideas introduced by the concern in artistic finishes are on display.

There is an exclusiveness about the Limoges China Co.'s dinnerware that places it in a class by itself. The exceptionally fine quality and dainty designs appeal instantly to the refined taste. A complete display of the line is made by the factory's New York representative Edward B. Dickinson, at 200 Fifth avenue.

Well-informed buyers know the desirable features and quality of the goods turned out by the Manhattan Brass Co., 332 East Twenty-eighth street. The concern has built up an enviable reputation through the maintenance at all times of a standard that has bred confidence in their line. In their exhibit will be found a most interesting assortment of smokers' articles, stationers' goods, umbrella stands, cuspidors, match safes, casseroles, pie and baking dishes, and all sorts of fireplace fixtures, as well as student lamps, adjustable electric reading lamps, etc.

In Maddock's English open stock dinnerware, shown by Maddock & Miller, 54 Murray street, there are certain characteristics that at once arrest attention —namely, the patterns are decidedly different, and introduce the most striking effects in such a manner that they invariably prove good sellers.

"JUST A REAL AMERICAN."

THE following letter, written by Franz Friedlaender immediately before going into battle, shows, as nothing else could, the spirit that animated our boys. It is impossible to read it without a lump rising in one's throat:

Sept. 25, 1918,

DEAR SISTERS: This is my last letter. We are going over the top to smash through the Hindenburg line in one of the decisive drives of the war. If I do not come back, Harry P. Whitney, our mess sergeant, a friend of mine, who stays back with the kitchen, will forward this.

Please don't mourn—there is no need. Every man must die some time or other, and it cannot be better than to "chuck it" fighting the Hun. We have a difficult job, but we will do it. It means a lot, and those who don't finish will have fallen in a good cause. I am not afraid to die. I am not a hero, but just a real American doing his best to live down his German ancestry.

Goodbye, folks! With all my love,

Your brother, FRANZ.

He was killed September 29.

Franz Friedlaender was a son of the late Oscar O. Friedlaender, and since the latter's death, about three years ago, had an interest in the business bearing his father's name. He was actively identified with the firm, however, for only a short period before war against Germany was declared by this country. He was with the Seventh Regiment during its six months' service on the Mexican border, and was a member of that organization when it sailed for France nearly a

year ago as the 107th Infantry. His brother, Lieut. Wm. M. Friedlaender, is now in Paris recovering from wounds received in battle.

SUBSCRIPTIONS TO WAR WORK FUND.

COMPLETING the list published last week, the following subscriptions were obtained by the Crockery, Glass and Allied Trades committees:

Butler Bros. and Employees	$704.10
Palm Bros. Co. and Employees	500.00
A. Leipzig, Inc , and Employees	274.00
Lewis & Conger	270.20
George F. Bassett & Co	150.00
Theo. Haviland & Co.	150.00
Wm. H. Plummer & Co. and Employees	100.00
Emil F. Kupfer and Employees	100.00
Henry Waterman & Co	100.00
Fleischaker & Baum and Employees	82.10
Thos. Shotton Cut Glass Works	50.00
Thomas G. Jones	50.00
Acme Toy Co. and Employees	50.00
Leo Schlessinger & Co	50 00
J. L. Cowan	50 00
Aetna Doll and Toy Co	50.00
I. Chein & Co	50.00
Rieman-Seabrey Co. and Employees	41.51
Arrow Novelty Co. Inc	37.00
U. S. Glass Co. Employees, N. Y. Office	33.50
Meakin & Ridgway Employees	3[illegible].00
Tip Top Toy Co. and Employees	26.49
Koscherak Bros. Employees	26.00
J. L. Kesner	25.00
J. Duncan Dithridge	20.00
John Nixon and Employees	16.50
Frego Doll Co	15.00
Belgian Doll Co.	12.00
Julius Fowl	10.00
United Basket Mfg. Co	10.00
Harry Ginsberg	10.00
Paul Joseph	10.00
Dela Croix & Wilcken	10.00
A. Gredelue	10.00
Josiah Wedgwood & Sons Employees	9.16
M. L. Kahn	5.00
Louis Levien	5 00
W. L. Wray	5.00
F. D. Dodge	5.00
George W. Campbell	2.00
Wm. H. Plummer & Co. Employees	1.00

The factory and employees of Palm Bros. Co. at Cincinnati contributed $2,996.20 to the fund of that city.

NEW GLASS FACTORY.

WITH a capital stock of $300,000 the Tampa (Fla.) Glass Co. has been organized at that place for the purpose of manufacturing jars, bottles, tumblers and other items. Operations are to start about next February. The equipment will cost about $150,000. The main building will be 400 by 150 feet and the warehouse 100 by 200 feet Sand will be obtained from land owned by the company near Tarpon Springs. Lime will be secured from near Ocala. Fuel oil will be used. Officers of the company are: president, C. J. Early; secretary, Paul T. Davis; general manager, A. Park McKee. Several hundred people will be employed. Mr. McKee was formerly connected with the Greensburg (Pa.) Glass Co., and more recently with the Jeannette (Pa.) Glass Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

F Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.

F L Gavitt, c, H B Gavitt Co, Westerly, R I. Continental.

E H Porte, t, Renfrew (Can) Electric Co. Manhattan.

W T Michell, t, Duffy-Powers Co, Rochester, N Y. 470 Fourth ave.

A R Willauer, t, hf, L Samler, Lebanon, Pa. 37 West 26th.

J M Postley, hf, Baltimore Bargain House. 354 Fourth ave.

Mrs J C, Nourse, s, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

E H Wade, c, g, Horton & Ware, Albany. Continental.

L E Oppenheim, t, L E Oppenheim & Co, Jackson, Mich. Biltmore.

PREVENTING CRAZING.

THE addition of chalk and dolomite to pottery bodies, especially stoneware, with the object of preventing the crazing of the glaze, reduces the tensile strength of the material, a result which can be prevented by adding to the body soluble salts capable of assisting the reaction between the body and the glaze. These salts are preferably compounds of calcium or magnesium (chlorides and organic salts), and, during the drying of the ware, they migrate to the surface and separate out there, thus forming an intermediate layer which will react with the glaze, whilst the interior of the ware is quite free from these salts, and thus the tensile strength remains unimpaired. At the same time the intermediate layer merges more intimately into the ware on the one hand and the glaze on the other than is the case with layers that are applied or pressed on. The amount of salt used must be greater than is required for decomposing any soluble salts present in the clay. In the individual case the amount taken depends on the difference between the coefficients of expansion of the body and the glaze and on the thickness of the ware.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

One of the features of the pottery trade very noticeable now is not only the continued demand for merchandise, but the extremely small number of cancellations being received. In past years, when holiday orders have been of late in delivery cancelled business was not unexpected. The small number of cancelled orders this year is the subject of comment.

* *

A general survey of the local district shows that a majority of the manufacturers have all the business they can handle well into 1919.

* *

Up to this writing no decision has been rendered with reference to the placing of china and earthenware on the same frieght classification basis. At the recent hearing at Washington the manufacturers laid their cards on the table, and the discussion lasted about three hours.

* *

Among the buyers in the market recently were W P. Briggs, for Sibley, Lindsay & Curr, Rochester, N. Y.; J. H. Miller, for the Huntington Paper and Woodenware Co.; Mr. Denmarsh, of Pittsburgh.

Judging from information obtainable this week, there will be little if any, scarcity of coal this winter. Miners and jobbers have both been makinng it plain since the close of the war that additional fuel is to be had for other manufacturing purposes, and very little trouble is being experienced in obtaining cars.

* *

John B. McDonald, sales manager for the Knowles, Taylor & Knowles Pottery Co., who has been very ill with the influenza, is now able to be out. President Homer J. Taylor has also been confined to his home with a mild atiack of the same ailment.

Manufacturers of yellow and Rockingham ware have all the business they can handle. Only staple items are now being manufactured, however. The variety of sizes of teapots has been cut down, and bowls have received like treatment. Business is being received from all sections.

* *

At the offices of the Taylor, Smith & Taylor Pottery Co. and Edwin M. Knowles China Co. it is announced that jobs will be given every employee now in the army, navy or other branch of the service upon their return. Should it be impossible to give them their former positions, others will be provided. Many other manufacturers voice similar semtiments.

* *

Local pottery manufacturers are advised from Washington that export licenses issued on or after Nov. 15 will be valid until used. Heretofore a time limit was generally specified in these permits.

* *

The general demand for hotel ware continues very active. Orders for sets destined for ships continue to be delivered on schedule time.

* *

A new decorating kiln is to be erected at the plant of the Haeger Potteries, Dundee, Ill., by local contractors. The materials have already been forwarded.

* *

Unless the winter is exceptionally severe, it is believed that the supply of natural gas for manufacturing purposes will be quite satisfactory this season. There will be no need to divert a supply to plants working on war contracts. Besides, the yield from the West Virginia fields is showing quite an increase.

* *

Modelers have had a very slow season this year. Not one new shape has been designed here for the 1919 trade. Late last spring it was proposed to put at least six new ones on the market in January, but the edict from Washington quashed the plan.

* *

"We are in a position to furnish new dinner decals, but the manufacturers cannot buy them," said a salesman this week. "Our supply of decal paper is in good

shape now, and we will be ready to take care of a lot of new business just as soon as the Government permits the potters to push ahead."

* *

D. E. McNicol, Jr., who was injured while fighting on the western front, returned to his home here last week, having been granted an extended furlough. He received a royal welcome.

* *

Officials of the National Brotherhood of Operative Potters have sent a telegram to President Wilson urging the selection of Samuel Gompers, president of the American Federation of Labor, as a member of the peace delegation.

* *

The strike of the engineers employed in potteries in this locality has been settled, and the men have resumed work.

GLASS MAKERS' WAR SERVICE COMMITTEES.

THE War Service Committees of the manufacturers of flint glass has just been certified to the Government by the Chamber of Commerce of the United States, as follows:

EXECUTIVE COMMITTEE.

Arthur J. Bennett, Cambridge Glass Co., Cambridge, O.
Marshall W. Gleason, Gleason-Tiebout Glass Co., Brooklyn, N. Y.
H. L. Heintzelman, Monongah Glass Co., Fairmont, W. Va.
J. Howard Fry, H. C. Fry Glass Co., Rochester, Pa.
Howard S. Evans, Macbeth-Evans Glass Co., Pittsburgh.
A. D. Falck, Corning Glass Works, Corning, N. Y.

PRESSED AND BLOWN GLASSWARE.

Arthur J. Bennett, Cambridge Glass Co., Cambridge, O.
A. H. Heisey, A. H. Heisey & Co., Newark, O.
W. A. B. Dalzell, Fostoria Glass Co., Moundsville, W. Va.
H. L. Heintzelman, Monongah Glass Co., Fairmont, W. Va.

ILLUMINATING GLASS.

Marshall W. Gleason, Gleason-Tiebout Glass Co., Brooklyn.
T. H. Howard, Phoenix Glass Co., Monaca, Pa.
C H Blumenauer, Jefferson Glass Co., Follansbee, W. Va.
I J Collins, Hocking Glass Co., Lancaster, O.
J. M. Lewis, Consolidated Lamp and Glass Co., Coraopolis, Pa.

PACKERS' GLASS.

H. L. Heintzelman, Monongah Glass Co., Fairmont, W. Va.
James M. Beatty, Federal Glass Co., Columbus, O.
J. C. Brady, Hazel-Atlas Co., Wheeling, W. Va.
Frank E. Merry, Indiana Glass Co., Dunkirk, Ind.
Reuben Haley, United States Glass Co., Pittsburgh.

CHEMICAL GLASSWARE.

J. Howard Fry, H. C. Fry Co., Rochester, Pa.
H. B. Hollister, Corning Glass Works, Corning, N. Y.
G. S. Bacon, Whitall-Tatum Co., Millville, N. J.
T. H. Kroedell, Demuth Glass Mfg. Co., Brooklyn, N. Y.
Ralph Barber, Vineland Flint Glass Co., Vineland, N. J.

LANTERN GLOBES AND LAMP CHIMNEYS.

Howard S. Evans, Macbeth-Evans Glass Co., Pittsburgh.
John Beiswanger, Gill Bros., Steubenville, O.
J. R. Jones, Bridgeport Lamp Chimney Co., Bridgeport, W. Va.
C. M. Rodefer, Rodefer Glass Co., Bellaire, O.
D C Jenkins, D. C. Jenkins Glass Co., Kokomo, Ind.

ELECTRIC BULBS.

A. D. Falck, Corning Glass Works, Corning, N. Y.
E. O. Cross, National Lamp Works of General Electric Co., Cleveland, O.
S. O. Richardson, Plant No. 3, Libbey Glass Co., Toledo, O.

AT CHICAGO.

THE department managers for the big stores say they will be in the market for large quantities o merchandise of all varieties after the first of the year, but place emphasis on the fact that the price must be correct. The buyers are much afraid of placing orders for high-priced merchandise which they may have to sell out cheap at a later date to meet the competition of rivals who have bought later and at less figures. They will be forced to buy a little, of course, whether prices lower or not; but it is plain that, so far as this market is concerned, there will be buying for immediate requirements only unless lower prices are in effect by January 1.

* *

E. E. Ault, with Earl W. Newton and Associates, was at home for a couple of days last week with an attack of near-influenza. It wasn't the real thing, but Ed. thought it was, and was almost as sick as if he had really been stricken.

* *

Otto Heinz, of the Cut Glass Specialty Co., St. Charles, is reported seriously ill with an attack of pneumonia.

* *

A. Moser, formerly buyer for Auerbach & Co., Salt Lake City, was in Chicago last week and announced that he had severed his connection with that concern. He is considering several offers which have been made to him.

* *

F. S. Coleman, traveler for the Phoenix Glass Co., paid the city a visit last week.

* *

William Neatfoot, crockery and glassware jobber of San Francisco, who was in the city during the week, said that the Japanese importing companies on the Pacific Coast are expecting an early removal of the ban

on importation. There will be ample space in the Pacific bottoms, now that the war is over, to transport the Japanese products to this country.

* *

Ben Franklin, representative of the Bellaire Glass Co., has been seriously ill with double pneumonia. He is recovering rapidly, however, and hopes to be back on the job by Christmas.

* *

E. A. Hinrichs, representative of the Onondaga Pottery Co., Syracuse, N. Y., recently visited the factory for a few days.

* *

Walter B. Andrews last week entertained a number of friends and acquaintances in the glass trade at a dinner party at the Terrace Garden.

* *

Tom Reid, of the Guernsey Earthenware Co., and Charles Israel, of the Carrollton Pottery Co., are among expected arrivals at the Palmer House.

ORIGIN OF DECALCOMANIA.

JOHN SADLER, an engraver of Liverpool, England, observed that spent prints which had done duty in his workshop were sought by children, and were used by them to ornament pieces of pottery ware. The used prints were stuck on the pottery, after the manner of the colored transfer pictures freely used by children in recent years. The idea of applying the practice on a large scale for the ornamentation of pottery occurred to Sadler, and he began a course of systematic experimental work. This succeeded to a point at which his anticipations were quite fulfilled. His father, Adam, was a master printer at Liverpool. About the year 1750 Adam Sadler disposed of his business to Guy Green. John Sadler appears to have laid his idea of applying transfer printing to pottery before Green, and the two formed a partnership. Other experiments in the working out of the idea were a success, and a patent for working the process was applied for by the two partners, and was obtained. In their affidavit they set forth that they, "without the aid or assistance of any other person or persons, did, within the space of six hours, to wit, between the hours of nine in the morning and three in the afternoon of the same day, print upwards of 1,200 earthenware tiles of different patterns at Liverpool, and which, as these deponents have heard and believe, were more in number and better and neater than 100 skillful pot painters could have painted in the like space of time in the common and usual way of painting with a pencil."

Here was the dawn of a new era of pottery decoration. How great the change brought about by Sadler & Green's process for ornamenting pottery by the use of transfer papers at their printing works in Liverpool may be seen from the fact that one of the first to avail himself of the new process was Josiah Wedgwood, Week by week wagons full of the products of the world-famed Etruria potteries were sent to Liverpool by road, that the articles might be beautified by Sadler & Green's transfer process. Other potters were quick to discern the effect the new process would have on the pottery industry, and availed themselves of it as Wedgwood had done.

ROBICHEK EMPLOYEES DINE.

IF Rudolph Robichek had entertained any doubt of how he stood with his people it must have taken rapid flight in face of the demonstration of esteem given at the dinner in his honor by the employees of the Robichek Co. at the Cafe Abbazia on Tuesday evening. Many testimonies as to his kindness and consideration for them were voiced in speeches made by the heads of the various departments, and Mr. and Mrs. Robichek were repeatedly toasted.

E. Lurie acted as toastmaster, and in turn introduced J. Doubek, head of the decorating department; F. Calvin Demarest, of the CROCKERY AND GLASS JOURNAL; A. Abrams, traveler; H. A. Briskie, city salesman; Howard R. Handy, of the "Pottery, Glass and Brass Salesman"; Mr. Kornfeld, head of the wood-turning department; Mrs. Conroy, in charge of the shade-making, and O. Fleming, manager of the painting department, all of whom made short addresses, and finally Mr. Robichek, who in a brief but gracefully-worded speech expressed his appreciation of the hearty co-operation of his employees, which had been responsible in a great degree for the success of his business. A neat little speech was also made by Mrs. Robichek, who attracted much attention by her beauty and engaging personality.

The fifty guests were seated at a long table artistically decorated with flowers and American flags, while a number of beautiful floor lamps from the Robichek factory arranged at intervals around the table added greatly to the effect. Music was furnished by a five-piece orchestra.

The dinner, excellently cooked and well served, consisted of

Grape Fruit Maraschino
Oysters
Philadelphia Roast Chicken
Salad
Compote
Apple Strudel a la Abaria — Ice Cream
Demi Tasse — Cigars

THE merchant who never takes counsel with his clerks about what to buy or how to sell it handicaps his business and misses his chance to stimulate the clerks.

FOUNDED IN 1874.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, NOV. 28, 1918.

ELSEWHERE in this issue will be found a letter from an old and valued subscriber which contains a novel suggestion. We hope the buyers will take the matter up. We would also like to hear what the manufacturers have to say. Our columns are wide open for discussion. Names will not be printed if the writers desire to remain incognito; but we must know from whom the letters come.

THE NATIONAL TRAIT.

ONE of the characteristics of the American people is to want things done in a hurry. They think quickly, act quickly, eat quickly, and even rest and sleep quickly, for their recuperative powers are so great that they require less sleep than those of other nations.

When the country finally went into the war it went at the job in a hurry. In less than a year a million men were ready to fight. Our Allies thought it would take five years to raise such an effective army. In extent and completeness the receiving depot at Bordeaux is a marvelous piece of work, and it was done in a hurry. The billions of cash called for were furnished in comparatively little time. Think of turning out a big ship in a week! Everything done has been colossal, and done in a hurry.

With the same restless energy the people want to begin reconstruction before peace is officially declared. There is a nervous feeling that things are going too slowly. "Why don't they settle things on the other side?" is often asked.

Readjustment cannot be accomplished in a hurry. While it will be done here quicker than in other lands, the process must of necessity be gradual, and patience will have to be exercised. The old injunction to make haste slowly is peculiarly applicable in this case.

THE PITTSBURGH EXPOSITION.

THE annual pottery and glassware exposition at the Fort Pitt Hotel, Pittsburgh, will probably be held in January with a reduced number of exhibitors. The management of the hotel has requested of previous exhibitors a definite reply as to their coming, and at this date have had only a few responses. Most of these have come from pottery and housefurnishing concerns. About forty tentative reservations have been made; how many of these will eventually be confirmed remains to be seen.

As there are practically no new goods to be shown, there is less occasion for the exposition than usual; but as it has become a habit to go to Pittsburgh in January, many buyers will feel that it is incumbent on them to make the visit. They will want to go to East Liverpool, anyway; and as Pittsburgh is the bedroom of the Ceramic City the chances are that there will be a fair attendance of buyers, even though the number of exhibitors may be small.

PERSONAL.

A HIGHLY commendable work which is making many lives brighter is being done by Harry B. Whitney, the well-known traveler for the Phoenix Glass Co., who has had a place created for him in Uncle Sam's service with the title of "Distributer of Cheerfulness." His work comprises spending four or five hours each day at the army hospital at Ellis Island, where he goes about among the wounded men who have just landed from France, and with his kindly manner cheering the depressed, who have perhaps been so seriously wounded as to render them unable to resume their former occupations, and making life seem more worth living. Ellis Island is the distributing point for the sick and wounded as they arrive and from which they are sent to camps near their homes. Major Hague, in command there, to whom Mr. Whitney suggested the work, immediately recognized the inestimable value of such service and at once appointed him for the place, which carries no compensation other than the satisfaction of having helped to make the road of the unfortunates an easier one to travel.

E. A. Gillinder, head of E. A. Gillinder & Son, Philadelphia, accompanied by Mrs. Gillinder, were registered at the Hotel Belmont on Tuesday and Wed-

nesday of this week. Mr. Gillinder stopped off in New York to consult with the concern's New York manager, Paul L. Zoellner, before proceding upon his way to Connecticut to spend Thanksgiving.

Geo. H. Wood, accompanied by Mrs. Wood, was in New York this week on personal affairs; but he found time to visit two or three firms in the trade.

Geo. H. Service, with Kennard L. Wedgwood, is home from an eight weeks' trip which took him to the Pacific Coast. He sums up the results in the words, "a good one all the way through."

E. W. Hammond will leave Sunday night for a trip to East Liveopool, to be gone about a week.

J. Carl Underwood returned on Wednesday from a trip to Boston in the interest of Takito, Ogawa & Co.

Paul Ullman, buyer for the "gift shop" and art wares department of Stix, Baer & Fuller, St. Louis, Mo., is registered at the Martinique.

E. L. Bates, of Bates & Ledden, is spending this week on a visit to the factory of the Guernsey Earthenware Co., Cambridge, O.

George M. Abbott, secretary of Maddock & Miller, who has been ill for several months past, is now back at his desk.

Axel C. Hanes, traveling representative for C. Dorflinger & Son, returned on Tuesday from a trip through New England territory.

Horace C. Gray is so far recovered from his recent illness that he is expected back at his desk by the end of this week.

James J. Temple, New York representative of L. Bernardaud & Co., contemplates a short visit to Canada next week.

Harry B. Whitney, with the Phoenix Glass Co., has just received word from his son at Fort Meyer, Va., that he has been made a corporal. He is a member of the 376th Engineers Corps, which was organized for reconstruction work, and is consequently expecting to be sent to the other side to aid in the immense amount of work of this kind to be done in France and Belgium.

Harry Northwood, head of the H. Northwood Co., Wheeling, W. Va., who has been seriously ill for the past four weeks, is reported as making satisfactory progress toward recovery.

WANTS TO START SOMETHING.

November 18, 1918.

Editor Crockery and Glass Journal:

Dear Sir: Now that the war is over, let us start some other excitement.

An unusual condition exists; nothing like it has ever been known in the world before. Attention, china and glassware buyers!

For the past three years this has been a sellers' market, and they have been protected by the clause in every order, "Prices current at time of shipment."

Now, with a view to protecting the buyer for the next two years, a clause in every order should read: "Guaranteed against any decline in price for ninety days after shipment."

This the manufacturers could do very easily, and it would also protect them against any sudden change in price, as any agreement they would make with labor unions or contracts of any kind would be made with this clause in view. It would also have the effect of steadying the market and help to prevent any business upheaval or panic. Subscriber.

BUSINESS AND BEAUTY.

In the general ferment of these changeful times, when every established institution and custom is being questioned and tested, it is perhaps not altogether surprising that the ancient controversy as to the mutual relations of art and industry in regard to the production of pottery should again have become active; the immediate impetus for the raising of the topic having been supplied by the formation of an art section of the Ceramic Society and the establishment of a branch of the Designs and Industries Association in the Staffordshire potteries. It is not our desire to become involved in the intricacies and acerbities of the discussion, says the London "Pottery Gazette," but, as a representative trade paper, we may endeavor to express the average trader's view of a matter in which he is so vitally concerned.

According to Kipling, it was the Serpent in the Garden who first suggested to mankind the problem, "It's pretty; but is it art?" And, since it was first put, the question "What is art?" has proved as difficult to answer as that other, "What is truth?"

The canons of art as applied to the conception of beauty have varied enormously at diverse periods and in different countries. For instance, the term "gothic," used as an expression of contempt in the eighteenth century, was raised to high honor in the nineteenth; the fair and slim damsels of the northern races are scorned by swarthy southern tribes, who appraise their womenkind by the depth of their dusky hue and the amount of their avoirdupois; it is even possible that Teutonic

standards assigned a measure of artistic merit to their productions, which, when offered to us, were regarded as monstrosities by our insular prejudice.

In fact, the whole position has never got beyond the classical tag. "De gustibus non est disputandum." It is therefore only natural that the manufacturer should prefer to be guided by the practical verdict of his balance-sheet, which will at least afford him a definite indication of profit or loss. And, if he be contemned for "giving the people what they want," he may retort that, after all, this is what he is in business to do; that public opinion must be regarded as the final arbiter; and that it is for those who would induce him to alter the style of his productions first of all to insure him against loss by educating the popular taste in the desired direction.

In the natural world beauty as appreciated by human perceptions is a by-product, and so also must art, as conceived by some of its advocates, be under competitive commercial conditions. The splendid record of some of the most successful pottery firms, however, suggests an allegory in which fair beauty may find in the repellant beast of business a true prince of commerce and a worthy patron and protector.

NECK AND NECK.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2173	4599	$10,319.81
Strobel & Wilken Co			10,060.56
L. Straus & Sons	960	3179	4,899.89
Morimura Bros	416	9372	4,086.63
B. Illfelder & Co	379	7233	3,392 47
Edward Boote	423	1730	2,202.82
French China Co			2,200.00
Herman C. Kupper	351	824	1,961.00
Higgins & Seiter, Inc.	270	1760	1,790.00
U. S. Glass Co	296	1406	1,642.01
Lowenfels & Co	216	2957	1,641.00
Leo Schlesinger Co			1,513.50
F. A. O. Schwarz	166	2991	1,441.90
Empire China Works	172	2625	1,375.81
Lazarus & Rosenfeld	132	2720	1,228.03
W. S. Pitcairn, Corporation			1,250.00
J. H. Venon, Inc	225	411	1,100.00
O'Gorman Pub. Co	186	375	894.24
Hugh C. Edmiston	223	110	958.09
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
S. Birens	200	6	826.00
H. G. McFaddin & Co	150	100	647.50
Fensterer & Ruhe	119	590	636.88
B. Strasburger	72	854	513.20
M. Propp & Co			509.75
Wallach-Behrend Co			$500.00
Jas. S. Barron Co	105	117	482.13
Benjamin Griffen	45	1078	458.00
A. J. Fondeville & Co	75	566	455 30
M. Herbert Co	9	1641	450.10
J. Wedgwood & Sons	78	419	431.73
Baker & Bennett	100	26	424.50
H. Brand	94	241	419.61
Theo. Haviland	79	332	414.81
Bryce Bros	73	400	405.17
Takito, Ogawa & Co		1610	402 50
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
James M. Shaw & Co	59	530	377.54
Lee B. Lok	87		364.05
Wm Dougherty	65	180	316.70
Edward B. Dickinson	38	558	314.98
C. H. & E. S. Goldberg	62	211	306.70
Frank & Danziger, Inc.			299.71
Calumet Mfg. Co	46	342	276.85
Manhattan Enamel WareCo			275.00
Pairpoint Corporation	20	687	271.75
Morris Sendar	22	634	250.24
E. I. Horsman Co	45	243	247.50
Fostoria Glass Co.	44	171	225.28
C. Dorflinger & Sons	39	238	222.74
Wm. H. Plummer & Co	39	224	219.25
S. Kerwayama & Co	50		210.00
Vogt & Dose	20	486	205.90
Le Roy T. Pease	30	280	194.62
John Simmons & Co	27	288	184.05
Chas. M. Levy	20	400	183.50
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
G. W. Wineberg	37		154.29
Paul A. Straub & Co	20	285	151.25
John L. Garvey	17	307	147.81
Rowland & Marsellus Co	24	110	127.58
Edw. D. Soule		431	107.75
Ko Kozai	14	150	107.50
Henry Birn & Sons	20	90	106.90
Ed. Williamson	14	230	103.50
Gudeman & Co	7	289	101.39
Rich & Fisher	10	236	100.90
Maddock & Miller			79.60
Max Rikelman		300	75.00
Samuel Zuckerman			70.00
M. Wetzel			68.75
The Owens-Kreiser Co	9	100	62.61
Meakin & Ridgway		220	55.00
Bissell Carpet Sweeper Co.	9	60	52.35
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Barney Scher		120	30.00
S. Alpert	7		29,26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Tashjian Bros		45	11.25

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

"The signing of the prohibition measure at Washington put a big dent in the glass business, so far as bar ware is concerned," said one of he largest manufacturers of these goods in the country. "Just what we will be in a position to create to take the place of the line is hard to tell. The situation will be felt keenly in many factories. Even now there is a decided decrease in the demand for this class of merchandise, buying being on the hand-to-mouth order. Enough stock for immediate requirements is about all jobbers are ordering."

It is now possible for glass manufacturers in this district to make shipments of glassware direct to Cincinnati and Louisville by boat. This was accomplished this week through the Liberty Transit Co., operating hree boats between here and Gallipolis, O., completng a traffic arrangement with the Green line of boats plying between the latter place and Cincinnati.

The demand for decorated glass vases this season has been the lowest manufacturers and jobbers have experienced in years. While a few assortments will always be called for, the general demand in such that some lines have been practically discontinued.

Salesmen for the United States Glass Co. have all returned home and will make no further trips this season.

Popular-priced glass flower baskets have been in very good demand within the last few weeks. In several instances lots of 1,000 or more, assorted, have been ordered for immediate delivery.

The outlook for the January exposition at the Ft. Pitt Hotel is very dubious. The hotel sent out letters to the glass and pottery trade a few days ago asking for an expression of views concerning the showing in January, with a view to reservations, and replies have been very slow. A number of manufacturers and salesmen say that inasmuch as no new items were being brought out this season there would be little cause for maintaining exhibits.

Fred Swasey, of Swasey & Co., Portland, Me., was in the market for a few days last week.

As predicted, the revision by the lighting glassware manufacturers of their selling lists in line with the advances recently granted to labor occasioned no surprise among buyers. When the new price lists were given the trade a few days ago the most frequent expression was: "We expected it."

F. R. Saunders, for many years salesman for Kinney & Levan, of Cleveland, and traveling out of the Pittsburgh office, has resigned, and hereafter will devote his entire time to the development of his large farm near Ashtabula, O. He will erect large greenhouses and grow an extensive line of choice vegetables.

Business in the small towns of Western Pennsylvania, Eastern Ohio and West Virginia has been badly hit by the influenza epidemic. Buying in these places is practically nil. Johnstown, Pa., is reported to be in very bad shape. At East Liverpool forty-five new cases were reported in one day recently.

In the Wheeling district conditions are far from good. In the Youngstown, O., and New Castle, Pa., territories there has been a slight improvement in conditions, but not enough to give business an upward trend.

Some of the larger buyers of glassware have started to anticipate their requirements for the first quarter in 1919, and their specifications are already in the hands of the manufacturers. Such buyers evidently do not expect to make personal trips to the district in January, as has been their custom in past years.

As far as can be learned, there is small chance of any change in the raw material market taking place

soon. Local salesmen say that the high cost of labor continues, and that their plants are not turning out normal production.

Operations ceased at the plant of the Higbee Glass Co., Bridgeville, Pa., last Saturday, and the company has resigned as a member of the Glass Association. The property will be taken over by the General Electric Co. January 1. No announcement is made as to the disposition of the molds, etc.

GLASS POT TROUBLES.

ENGLISH glass manufacturers have been bothered a good deal during the past year or two by the inferiority of these receptacles, and the cause of the trouble has been attributed to the fact that the demand has obliged manufacturers to use them before they were properly matured. Having made a systematic study of the question, Dr. Morris W. Travers says in the Journal of the Society of Chemical Industry that the fault lies mainly, though not entirely, with the glass makers, rather than with the pot makers; and our own manufacturers may find in his conclusions many helps to the solution of their own problems.

The most usual complaint is that the pots split down the front, either through or below the lip. The reason is as follows: The green pots are first heated in a separate furnace, the pot arch, usually fired with coke or coal to a temperature which is not as a rule determined, but which probably rarely reaches 1100 degrees C. The pot is then transferred to the glass furnace, and the front is built up, leaving the working opening, which is closed by a loose clay stopper. As soon as the pot has apparently attained the temperature of the furnace it is filled.

Now, the firing of a green pot in a furnace in which the pot is exposed directly to the flames is obviously a delicate process; and when one considers that the stoking is carried out by two or three shifts it is somewhat remarkable that so large a proportion of the pots survives the process at all. Indeed, unless the pot is carefully made, and allowed to mature for a long time, it will not survive. If the firing were carried out in a muffle kiln much trouble would probably be saved, and danger to the pots averted. Provided that sufficient care is taken, there is, however, no reason why the pot should not be quite sound when it is set in the furnace.

Now, when the temperature of the pot arch does not exceed 1100 degrees C. the pot, when set in the furnace, is still in the biscuit condition, and if the temperature is then raised to 1400 degrees C., as is usual in the case of any modern type of furnace, the material of it will become semi-vitreous in appearance, and the change will be accompanied by an increase of density from about 1.5 to 2.2, and by consequent shrinkage of the pot, the material of which will also become very much more highly resistant to the action of molten glass. However, if the ordinary procedure is adopted, while the back and sides of the pot become completely altered, the front remains in the biscuit condition, and owing to strains set up by the shrinking of the back and sides cracks appear in the front, sometimes starting from the lip of the pot, sometimes appearing below it. When a small crack forms, owing to the low resistant qualities of the biscuit clay it rapidly increases. Further, when the front of the pot is not properly burnt it rapidly corrodes, scaling from the inside, and being washed away on the outside by the glass which runs down between the pot and the pad below the lip.

When we set a pot in the furnace it is now our

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

ENGLISHMAN of position and experience is open to accept post as buyer in England (or the Continent of Europe) for a good American crockery house. Address CERAMIC, this office.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH CO., 2833 Frankford Ave., Philadelphia, Pa.

REPRESENTATION WANTED—By a company that has some of the best decorated glassware on the market. Goods that sell to the finest, and some to the ten-cent, trade. Orders can be secured in every town. Want first-class commission men only in the following territories: Chicago, South, Middle West, and Pacific Coast. For further particulars address A-500, this office.

WANTED—MANUFACTURERS' AGENTS TO HANDLE A COMPLETE LINE OF CUT AND ENGRAVED GLASSWARE OF LEADING MANUFACTURE. TERRITORY WEST OF MISSISSIPPI RIVER. ADDRESS A186, THIS OFFICE.

WANTED—By a wideawake agent, with his own wareroom in New York, a line of lighting glassware. Any factory wanting an outlet and can make shipments can be sure of orders. Address A 187, this office.

FOR RENT.

SHOWROOM space for kitchen furnishings, blown or pressed glassware. Best location. Address "B," this office.

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,
Manufacturers' Agents,
804 Victoria Bldg., St. Louis, Mo.

The Red Cross—*A Definition*

Your Red Cross is America's counter-offensive, directed against the spirit of Kultur. If for no other reason your Red Cross will be justified, as a witness to the world that we reject the tyranny of Teutonism.

Against German official cruelty we match American unofficial kindness.

Against the German suppression of the individual feeling we open a way to individual expression on a national scale.

Against the theory that the State can commit any crimes that it likes, we set up a society which enjoys no subsidy but the American conscience.

The Red Cross on the worker's uniform is our people's propaganda the world around, telling the nations that American democracy does more than even its laws and its government demand to maintain morale in the world conflict.

To our enemies, who charge that we were lured into the war, we respond with the record of this mighty volunteer army standing back of our boys and our Allies by the will of a free people.

If there were no volunteer Red Cross today its existence would be justified tomorrow by this demonstration alone.

H U MacCracken

practice to build a temporary nine-inch wall nine inches in front of the pot, so as to cover the opening of the furnace completely, and to leave the pot without touching it for three days. The temperature of the whole pot rapidly rises to the full heat of the furnace, and it becomes completely and uniformly burnt. The upper part of the wall is then pulled down and the front is built up for working, for the whole of the pot is white hot; but the operation presents no difficulties. Though a pot is out of work for three days, the fact that its life is lengthened and that it does not scale compensates for the loss of time.

BARTH EMPLOYEES FORM ASSOCIATION.

THE employees of the hotel and restaurant supply concern of L. Barth & Son have formed an organization for the co-operation and general improvement of the welfare of its members. One of its principal features will be a weekly sick benefit fund, to be provided by dues. The officers are as follows: Hugo Hart, president; R. C. Lambert, vice-president; Harry Salmon, treasurer; Irene Barth, secretary. Trustees: E. A. Lambert, C. A. Dodson, Etta Bowman. Sergeant-at-arms, M. T. White.

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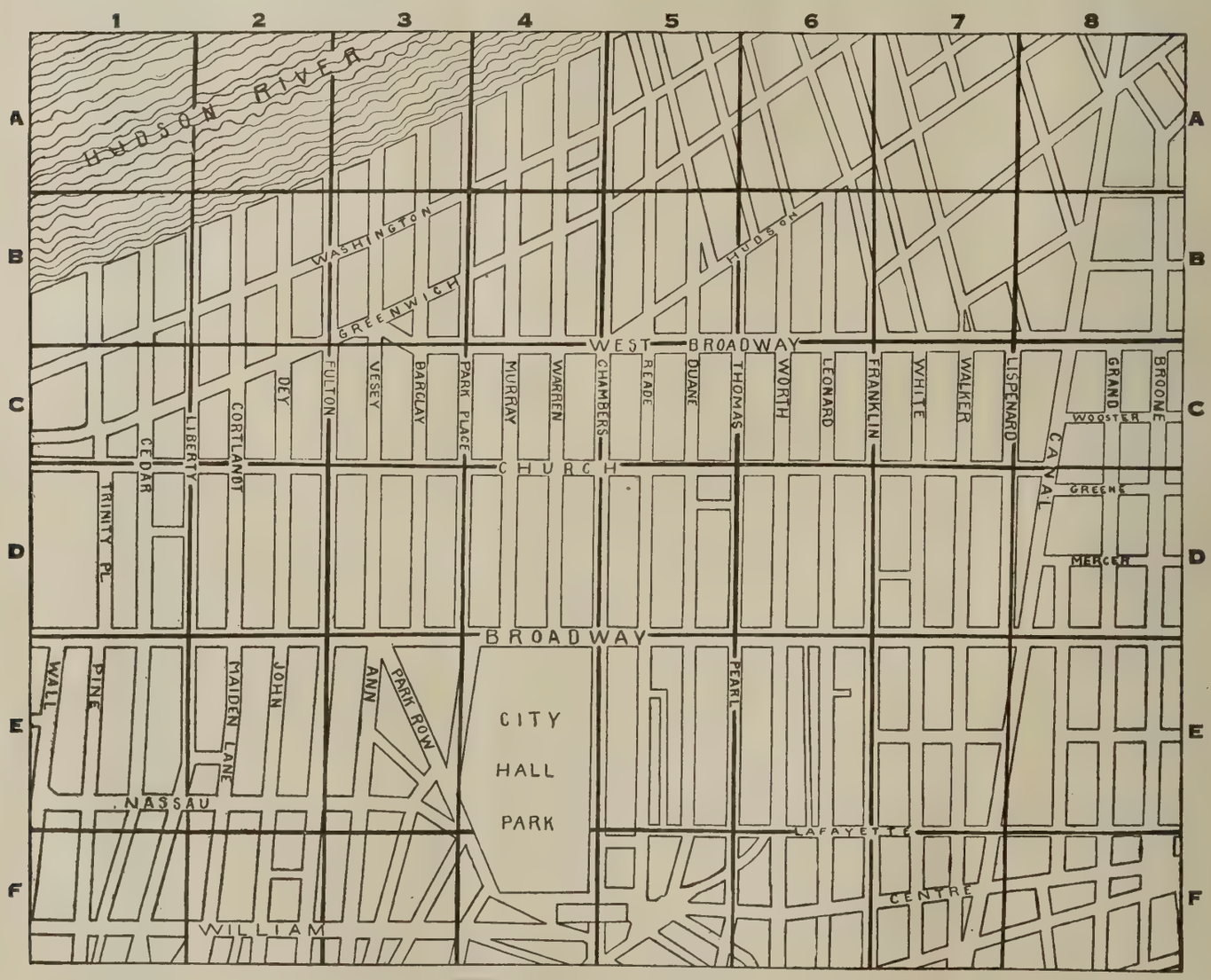

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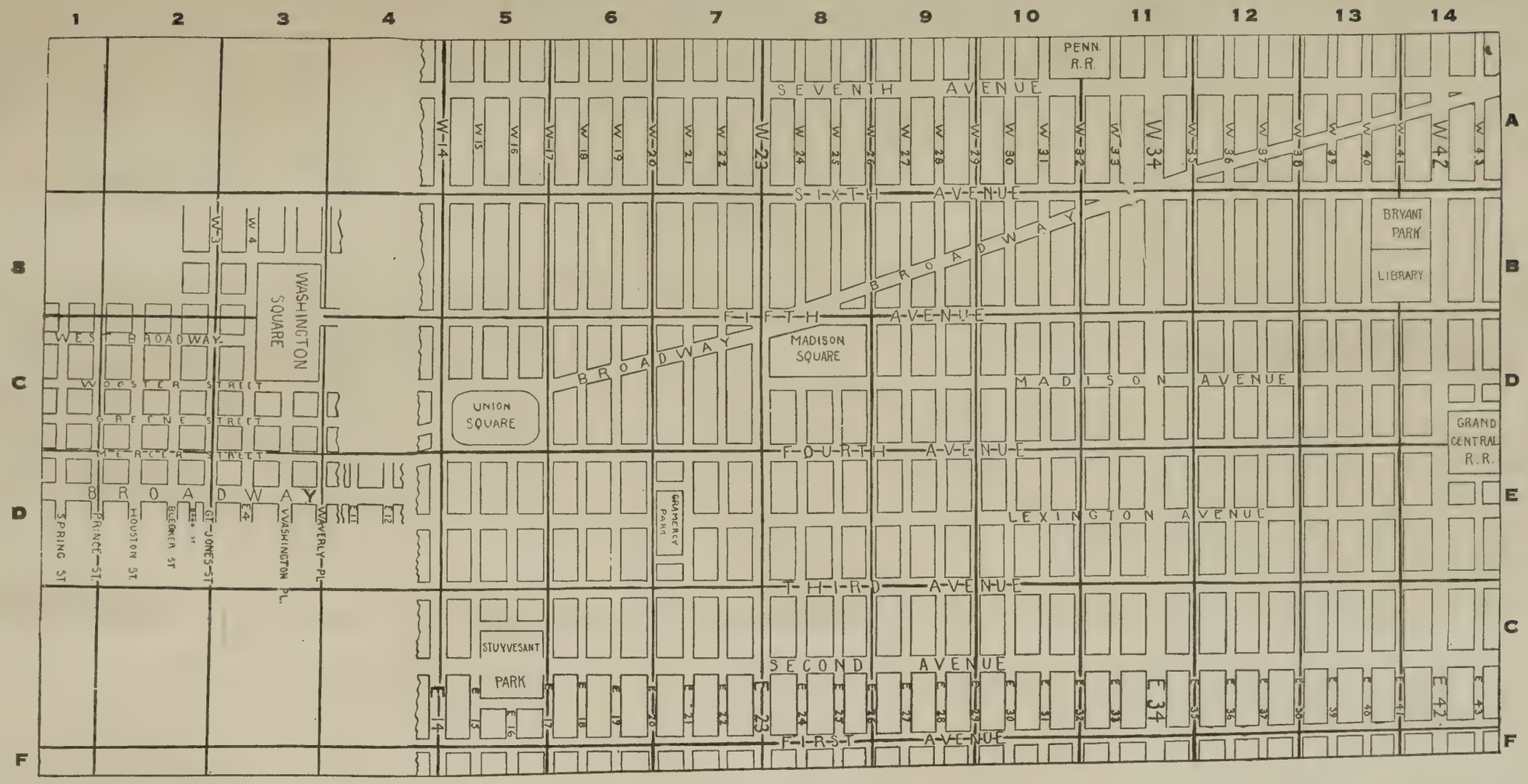

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Bernardaud, L., & Co., Limoges, France 2
Bloch, L. D., & Co 26
Boote, Edward 26
Bing, Ferdinand, & Co.'s Successors 26
Davison, J 28
Fondeville, A. J., & Co. 26
Gredelue, A., New York 2
Guerin & Co., Limoges 2
Haviland & Co 25,26
Haviland & Abbot Company 3,26
Jones, McDuffee & Stratton Co., Boston ....
Kupper, Herman C. 28,29
Kinney & Levan, Cleveland 4
Maddock & Miller 28
Morimura Bros 27
Mogi, Momonoi & Co 27
Noe, Wm. R., & Sons 27
Pitcairn, W. S. 27
Pouyat, J., & Co., Limoges 4
Redon, M. 28
Straus, L., & Sons 28
Straub, Paul & Co 27
Strobel & Wilken Co 27
Slimmon, R., & Co 28
Tharaud, J. 28
Tajimi Co 27
Takito, Ogawa & Co 27,29
Venon, J. H 28
Vogt & Dose 28
Wedgwood, Kennard L. 28

Cut Glass.

Dorflinger, C., & Sons 28
Libbey Glass Co., Toledo, O 3
Pairpoint Corporation 27

Decorators

Bonita Art Co 26

Miscellaneous.

Celluloid Cap and Metal Ring Co., Nepera Park, N. Y 30

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 5, 1918.

CONDITION OF TRADE.

New York

If the present good retail demand keeps up, as it probably will, and, moreover, increase the nearer we get to Christmas, there will be very little stock left on the shelves and counters of the stores. Not only will the newest and latest wares be taken, but old stuff, considered obsolete and unsalable, and almost forgotten, will go, and make room for new goods. Certainly the prospect is bright for next year.

Now comes the question, how will the producers meet the demand that will come to them within a few short weeks? The American manufacturers of crockery are now working to about sixty per cent of capacity. Their man power may be increased a little between now and January, as men are released from munition works. But it will be months before a large force of operatives from among the returned soldiers will be available. Even after they return it will take a little time for them to get down to their old-time efficiency. Then, too, some of them may drift away to other occupations. If the potteries raise their output to eighty per cent of capacity by April they will be doing well.

The glass manufacturers will be in a better position to supply the demand than will the potters, owing to the fact that they will have the use of the men who formerly made bar goods, and they ought to be producing nearly their full output by April.

The English and French potteries will probably be able to avail themselves of the returned soldiers quicker than ours. But it must be remembered that more English and French potters have been killed or disabled than Americans, and if either of them get to seventy-five per cent of capacity by April they will have done wonders.

Not much foreign glass can be looked for until the middle or latter part of 1919. Most of the glass factories in France and Belgium are in bad shape, and workmen are scarce. Heretofore a large part of our imports of glass have been bar goods. That kind of merchandise will not be in active demand now. Rich glassware will be wanted, but it will take time to produce it in quantity.

The situation, then, is this: There will be an increased demand, with only a slight increase in supply. There is little probability of a reduction in wages; raw materials and freights will continue high, and an increase in taxes is likely. Where, then, is there any hope for a material lowering of prices as long as these conditions prevail? It is said that in some industries reductions in prices have been made. If so, it is probably because they need business. The crockery trade has al the business it can handle now, with more in sight.

Pittsburgh and Vicinity

That present prices for glassware will be continued for months to come is highly probable. Production is still far below normal, and no possibility exists at this time that would lead to a reduction in wages. Some of the larger jobbing inter

ests have liberal stocks on hand, bought at the prevailing market, and a decline in the selling lists would of course cause them heavy losses.

OBITUARY.

ON Nov. 28 Theodore J. Chabot, a pioneer dry goods merchant of the Bronx, died at his home, 1208 Washington avenue, aged sixty-three. Mr. Chabot was born in Canada, came to New York in 1876 and took a position as a cash boy in the dry goods store of Thomas E. Lyons at Nineteenth street and Eighth avenue. Later he became associated with Mr. Lyons, forming the firm of Lyons & Chabot, and they built the first dry goods store north of the Harlem River. Some years later Mr. Chabot erected a building at 150th street and Westchester avenue, selling it and the business in 1910 to L. M. Blumstein.

Mrs. J. R. Wyllie, mother of H. R. Wyllie, of the Wyllie China Co., Huntington, W. Va., died at her home in East Liverpool recently, aged sixty-nine. She was the widow of the late J. R. Wyllie, one of the pioneer pottery manufacturers of East Liverpool.

Earl Brunt, for a long time associated with his father, W. M. Brunt, in the operation of the Riverside Knob Works, East Liverpool, died at St. Joseph's Hospital, Chicago, after a brief illness from influenza, aged thirty-three.

William F. Jolly died of paralysis at his home in East Liverpool Nov. 27, aged eighty-four. He was a saggermaker, and started to work in the first pottery built in the upper Ohio Valley.

Theodore Tiedelkin was killed in action Oct. 22 in France. Previous to entering the service he traveled for Ebeling & Reuss, Philadelphia, covering the Middle West. His loss will be keenly felt, for he had many friends in the trade and was very popular with the travelers.

Pierre Bernardaud, second son of L. Bernardaud, the well known manufacturer of French china, died in a hospital in France Oct. 17th. He was a very promising young man, and his death is a great loss to his family and the community.

William O. Coleman, president of the Burley & Tyrrell Co., Chicago, died suddenly at his home at River Forest, near that city, on Saturday, Nov. 30, aged fifty-seven. For many years Mr. Coleman was a salesman in the wholesale department of Burley & Tyrrell, but about twenty years ago was given charge of the hotel department of Burley & Co., under which name the retail business was conducted. A short time after assuming this position, Frank Burley, who had become the active head of both branches, died. Mr. Coleman then acquired a large block of the stock by purchase and was made president. He was a man of force and energy, and a big factor in the crockery trade of his city. His frequent visits to New York made him a familiar figure on our streets, and he had a wide circle of friends here, both business and socially.

W. B. Lewis, founder of the Lewis Furniture Co., at East Liverpool, and a member of the board of directors of the Lancaster (O.) Glass Co., died at his home in East Liverpool last Monday after a rather extended illness of paralysis. Burial was at Wheeling, W. Va.

William E. Goering, aged seventy-seven, for a number of years officially identified with the Central Glass Works, Wheeling, W. Va., was struck and killed by a Baltimore & Ohio train last Monday. He retired from active business life about five years ago.

James Augustine Rorke, formerly vice-president of the old firm of Edward Rorke & Co., died on Thursday, Nov. 28, at his home in Brooklyn, aged fifty-one.

There was a time, back in the 70's and 80's of the last century, when the house of Edward Rorke & Co. was a power in the jobbing trade of New York. Besides carrying crockery and glass, they were importers of communion wines, and found much of their patronage in the Catholic church. One by one the Rorkes have died, James A. being the last of them connected with the business.

William J. Alexander, crockery and glass merchant, Troy, N. Y., died Nov. 25, aged sixty-two. His entrance to the trade at the age of twenty was with J. S. Saunders, on River street. He was then employed by J. H. Frear, and later organized the firm of Alexander & Becker. In time he became sole owner of the business, which he maintained until his death.

"DESPERATE DISEASES," ETC.

MANY orders issued by the Government cause a lot of grumbling, but American people are patriotic and as a rule accept cheerfully the most restrictive measures once they are convinced of their necessity. When Fuel Administrator Garfield issued his order prohibiting the use of pleasure cars on Sunday a howl went up all over the country, but soon subsided.

During the coal shortage of last winter a man got on the train and went to Washington to see the Administrator relative to a fuel restriction. He was admitted to his office and talked for fifteen minutes before Dr. Garfield could get in a word. Finally he said:

"Now, Doctor, don't you yourself think this is the most outrageous order you ever heard of?"

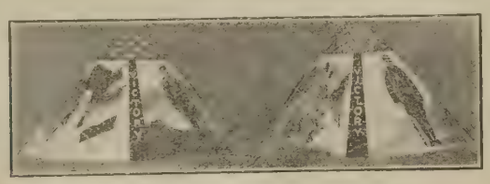
"Certainly I do," the Doctor replied. "I think it is the most outrageous order I ever heard of; but you haven't stopped to think that it was the most outrageous situation we ever heard of, and it had to be dealt with."

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

THE skit, "In Lampland," one of the features of "Everything," the current show at the New York Hippodrome, should be seen by everybody in the trade. The beautiful designs and color creations shown in shades, and the standards or bases composed of human figures, will provide inspiration for designers and manufacturers. There are lamps of all sizes, with figures ranging from a charming Colonial maiden to a Dresden group so well costumed and posed that it is difficult to realize one is not looking at china, marble or bronze. Each is fitted with an artistic shade to match. The lamps are arranged in a step effect as a background for the ballet. The skirts of the dresses worn by the dancers are formed like lamp shades, and each group of girls of the many that make up the ballet is composed of many different designs adaptable to the lamp shade of commerce.

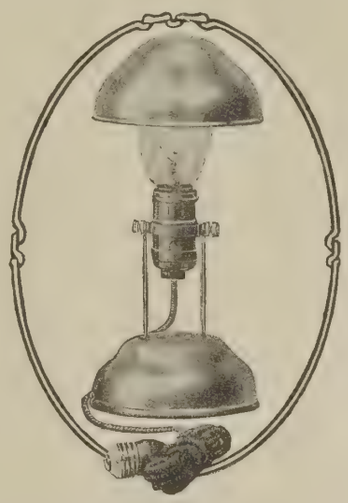
Dealers who are interested in getting in on a big seller should see the Victory candle shade just introduced by Takito, Ogawa & Co., 101 Fifth avenue. The accompanying cut doesn't begin to do it justice. This



is a timely offering for victory celebrations in the home and public places. Hotels and restaurants are already placing large orders for it. It will go rapidly in any store as a ten cent retailer. A dime will bring a sample from the concern by return mail.

Although mahogany candlesticks are good sellers during almost any time of the year, it is evident that they are coming in for a good share of the holiday trade this season. With the approach of the Christmas period the sale of candle shades has continued to grow to such an extent that manufacturers are already having difficulty in obtaining a sufficient quantity of wire frames to fill the orders they have on hand. During the past two weeks orders have been coming in to such an extent that some of the firms have been selling part of their sample lines in order to satisfy the needs of customers.

Herewith is illustrated one of the newest lamps on the market, and one that is making a great success, as it is thoroughly practical and very reasonable in price. It is known as the "Kosmo" portable adjustable lamp, and is the invention of Max Kossmann, well known in



the trade as the former New York representative for the Tarentum Glass Co.'s lighting glassware line. The lamp has a number of special features which provide strong selling points in the retail store. It is attractive to look at, and may be had in bronze, ivory, antique gold, French gray, nickel or brushed brass finish. It is manufactured by the Kosmolite Mfg. Corporation.

Many striking new decorations have recently been added to the Robichek Co.'s line of lamps. Not only are the treatments decidedly out of the ordinary, but the color combinations are equally original, and when displayed in a retail salesroom will undoubtedly attract immediate attention. Among the decorations is one in Italian fayence—a style introduced for the first time in this class of goods with great success. A visit to the

salesroom, 479 First avenue, will repay any buyer looking for new ideas in lamps.

A line that will attract every lamp buyer looking for something exclusive is being shown by the Horace C. Gray Co., Fifth Avenue Building—floor candlesticks and candelabra in wrought-iron formed in very artistic designs. A adjustable floor reading lamp in a rough black finish with touches of antique gold is fitted with a paneled shade of decorated parchment. When illuminated the effect is very charming.

SALESMEN'S ASSOCIATION OFFICERS NOMINATED.

THE annual meeting for the nomination of officers for the Pottery, Glass and Brass Salesmen's Association was held in the rooms of the Crockery Board of Trade on Friday of last week with Vice-president J. Meredith Miller in the chair, and the following were named:

For president, J. Meredith Miller; vice-president, Leo Schoenthal; secretary, Jos. P. O'Gorman; treasurer, Geo. Hamilton.

For directors to serve three years—D. King Irwin, E. W. Hammond, R. E. L. Wells.

For territorial vice-presidents—East Liverpool, John B. McDonald; San Francisco, M. K. Lindner; Chicago, E. M. Meder; Buffalo, A. W. Lunney; Boston, M. S. Wallace and James J. Leary; Baltimore, Chas. S. Hermann; Philadelphia, John A. Nixon and A. S. Baker; Pittsburgh, Chas. L. Reizenstein; Montreal, A. J. Tourangeau; Toronto, Wm. Junor; Cleveland, Chas. J. Dooley; Detroit, Leon Anthony; Trenton, D. Wm. Scammell and Chas. P. Service; Albany, E. H. Wade; Portland, Ore., Albert Jassman; Dallas, Tex., E: M. Huggins.

It was announced that D. King Irwin positively declined a renomination for president, and E. F. Anderson also declined being renamed for director. Mr. O'Gorman objected to a renomination for secretary, but finally consented.

L. D. Seixas moved that it was the sense of the meeting that a dinner be held. This was carried, and a committee consisting of W. S. Pitcairn, Leo. Schoenthal, J. F. O'Gorman, John Nixon and Arthur J. Stier appointed to make arrangements for a "Victory" dinner in February—fix time, place, price, and engage speakers.

John V. Storck moved that a vote of thanks be given to the retiring president, D. King Irwin.

It was decided to hold the annual meeting in the rooms of the Crockery Board of Trade on Thursday, Dec. 19, at 10 a.m.

Those present were John V. Storck, John Nixon, E. W. Hammond, Louis D. Seixas, Gus Griffith, Leo Schoenthal, W. E. Doctor, W. P. Jervis, Jos. F. O'Gorman, Howard R. Handy and Geo. M. Jaques.

EMANCIPATION FROM GERMANY.

COMPLETE emancipation from the German industrial and commercial grip on the trade of this country draws closer with every taking over of German industries here, says the "Globe." Before the war we did not realize how completely goods of German manufacture, German dyes, lenses, drugs, toys, dominated the American market. Our manufacturers did not find it worth while to build plants to make dyes as good as the German, drugs as efficacious, instruments as fine, toys as mirth-provoking; so they allowed all this trade to slip through their hands into the hands of the German manufacturers.

There was even a certain air of mystery about German dyes and their method of melting glass and grinding it into lenses for cameras, field glasses, and other optical purposes. The Germans were supposed to possess secret formulas for these things which would render impossible a venture by our chemists and manufacturers into their field. But one by one the bubbles of German supremacy in various fields have been pricked by our necessity. We made our own dyes, our own toys, our own instruments.

Now comes word of co-operation between the geophysical laboratory of the Carnegie Institute at Washington and optical glass makers here in turning out a lens as good as any ever made by the Germany. As a result of this co-operation the most needed types of glass are now being made in large quantities and of a quality as good as that formerly imported from Germany. Thus American ingenuity, perseverance and intelligence have taken over another of the heretofore strictly German industries. The Hun must know by now that he can never resume his old place among the nations.

CUT GLASS MEN TO MEET.

THE annual meeting of the Cut Glass Association will be held at the Imperial Hotel in New York on Dec. 10th, and the usual banquet will be held in the evening.

The cut glass men have had hard sledding lately, but there are evidences that they are taking heart and hoping for better conditions. Good cut glass is a very necessary article of commerce. It has been the cheap stuff which has hurt the trade.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Indications point to heavy buying of pottery during the first quarter of the new year. Holiday buying was expected to be more active than a year ago, anyhow, but now that peace is here it looks as if it will be heavier than anticipated. This will cause a great reduction in stocks that will have to be replenished. Business has already been booked by different potteries for first quarter delivery in volume sufficient to keep plants in active operation with increased working forces for months to come.

That selling prices of pottery will remain firm is shown by the latest price lists of raw materials. In some instances these show further advances. It is also expected that freight rates will go higher, adding still more to the cost. Certain grades of raw clays that were formerly bought on a basis of $9 to $11 per ton f.o.b. at shipping points now cost as high as $27 per ton. While ocean insurance rates are expected to decline on imported clays, there is no indication that the price of the material itself is to be lowered.

* *

"Our designers have not been inactive, and we have many new dinner decals to show the trade as soon as the ban against new deccorations is lifted by the Government," announced one of the largest supply houses here this week.

* *

"Wounded slightly on last day of war. Recovering nicely," was the wording of a cablegram received here a few days ago from Lieut. Josiah T. Thompson, of the Thompson Pottery Co., who went overseas with the 83d Division. His brother, Malcolm W. Thompson, is captain of Battery F, 332d Field Artillery.

* *

William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., did noble work in the recent drive for the War Work Fund. He cast his office duties completely aside while the campaign was on.

* *

J. C. Davis, Western salesman for the Knowles, Taylor & Knowles Pottery Co., has returned from his late fall trip, and will remain at the home office until January.

* *

The first session of the Western Standing Committee of the United States Potters' Association and the National Brotherhood of Operative Potters since early in October was held here on the evening of December 2. A number of disputes laid over for discussion in consequence of the influenza epidemic were amicably adjusted.

While official announcement has been made that no meeting of the United States Potters' Association is contemplated for this year, the sentiment is expressed by some members that such a gathering should be held. The matter of a session rests with the Executive Committee.

* *

An additional kiln is to be erected at the plant of the Tritt China Co., Niles, O. Contracts have been awarded, and it is hoped to have it in operation within a few weeks.

Sebring, O.

Sebring's soldiers and sailors are assured of their old jobs back in the potteries when they return. This became known last week when heads of the five big potteries here went on record as saying that the men who were good enough to fight for their country are good enough to be permitted to work for it in Sebring. Said one of them: "The boys now in the service will be welcomed home, and a place awaits each on his return."

* *

The Dressler kiln which has been so long in construction at the Limoges China Co. is about ready for firing. It is the first of its kind to be built exclusively for dinnerware, and consequently many new ideas were found necessary to introduce. The development of these delayed matters somewhat, but they will save much time and expense hereafter. The firing will be watched with much interest by all potters, and prob-

ably delegations from East Liverpool and other pottery centres will be present.

Huntington, W. Va. The H. R. Wyllie China Co. has under construction a two-story ornamental brick building containing five large office rooms and a commodious sample room on the second floor. It will be the finest office building in the city. The furnishings will be elaborate and artistic.

GOVERNMENT CONTRACT CANCELLATION.

THE various boards and commissions having control over contracts have begun their cancellation in view of the termination of the war. A circular dealing with the termination of contracts and orders in the public interest has been issued by Major-General George W. Goethals, Director of Purchase, Storage and Traffic. The circular outlines the procedure to be followed by the various supply bureaus of the army in this connection, and is as follows:

Whenever the appropriate officers of the Government determine that it is necessary in the public interest to terminate in whole or in part a contract or a purchase or procurement order for materials or supplies, such termination shall be effected as herein directed.

Whenever such contract or order expressly provides that it may be terminated in the public interest, termination may be effected only in accordance with such provisions, unless it shall be in the public interest to terminate it in accordance with the provisions of this circular, and the parties shall agree thereto.

Whenever such contract or order does not expressly provide that it may be terminated in the public interest, the contractor, if the public interest so requires, shall be requested to suspend work thereunder, in whole or in part, and to supply promptly a report, under oath, showing in detail the following information in so far as applicable:

(1) Raw materials on hand.—Cost plus inward handling charges, plus such portion of overhead as is directly applicable.

(2) Partly finished products on hand.—Cost of raw material and labor, plus such portion of overhead as is directly applicable.

(3) Finished products on hand.—Contract price, less freight charges if the contract or order specifies delivery at point other than factory.

(4) Special facilities.—Cost of facilities specially provided and paid for by the contractor for the performance of the contract, the necessity of which was contemplated at the time the bargain was made and the cost of which was included in the contractor's original estimate. From the cost of such facilities deduct their fair value at the time the contract or order is terminated and state such portion of the remainder as is represented by the ratio of the uncompleted portion to the whole contract or order,

(5) Commitments.—The contractor's commitments to suppliers, subcontractors and others for contributing materials or work, to be determined, in so far as applicable, in the same manner as indicated in (1), (2), (3) and (4).

If the contractor claims additional compensation by reason of any other item or items, he may add such item or items, together with a detailed statement of the facts on which his claim is based.

Unless otherwise directed by the Chief of the Bureau, the contractor shall be requested to suspend work and shall not be given notice of cancellation. If a notice of cancellation is given, the contracting officer of the Government loses his power to enter into a supplemental agreement with the contractor.

No allowance will be made for prospective profits: provided, however, that with the consent of the Chief of the Bureau an allowance of not more than 10 per cent of the cost of partly finished products on hand may be allowed.

If agreement is reached on a just and reasonable compensation to be paid to the contractor by reason of the suspension and termination of the contract order, such agreement shall be embodied in a supplemental contract which shall set forth the agreed compensation and shall provide in specific terms that it constitutes full and final settlement of all questions and claims growing out of the original contract or order. Such supplemental contract shall also provide that all raw materials, partly finished products, and finished products on hand shall become the property of the United States unless and to the extent that the parties agree that such materials and products shall remain the property of the contractor, in which event the Government shall be credited with the agreed value of the same.

Each such supplemental contract shall provide that it shall not become a valid and binding obligation of the United States until it has first been approved by the Board of Contract Review of the supply bureau affected.

The Chief of the Bureau may direct that no such supplemental contract, or no such supplemental contract providing for payment in excess of a specified sum, shall be executed by the contracting officer unless first approved by the Chief of the Bureau.

Attention is directed to General Order No. 103, November 6, 1918, creating the Board of Contract Adjustment, and empowering such Board to hear and determine all claims, doubts and disputes, including all questions of performance and non-performance, which may arise under any contract made by the War Department in instances in which the contractor and the contracting officer have been unable to agree.

This circular applies solely to the termination of contracts or orders, in whole or in part, in the public

interest, and does not affect the right of the Government to cancel a contract or order by reason of the contractor's default, which subject is left to be determined by the provisions, if any, of the contract or order and the principles of law applicable thereto.

General Goethals later issued additional instructions announcing that the War Department would consult with the War Industries Board regarding the cancellation of contracts, and that the Commodity Section of the War Industries Board would either approve the reduction of orders or modify reductions upon the basis of

(a) The effect of the proposed cancellation on the industry.

(b) The effect on labor conditions.

(c) The effect on the given locality.

(d) The effect on the given contractor.

The cancellation of contracts of major importance must be passed upon by General Goethals, who will advise with the War Industries Board; but any orders placed since October 1, 1918, may be reduced, suspended, or cancelled without the approval of General Goethals. Contracts for supplies or facilities, where the unfilled portion is less than $25,000, may be cancelled without General Goethals' approval, provided labor conditions are not disturbed.

Cancellations without the approval of General Goethals may also be made when the contractor is willing and when work has not been begun or commitment made. Complete cancellation of all orders in an industry may be made in all places at the same time.

CALLS IT A "RED HERRING TRICK."

IMMEDIATELY following the signing of the armistice many dealers in flint glass products, particularly as applied to blown glassware, indulged in the familiar practice of canceling orders, the objective point being to obtain their requirements at reduced prices. Whether the trade will fall for this red herring trick remains to be seen, but the facts in the case are there is absolutely no legitimate excuse for revising prices downward at this time, says the "National Glass Budget." Agreements providing for the payment of much higher wages than during the fire of 1917-18 are in effect and will have to be honored throughout the fiscal year; nobody expects fuel or freight to be any lower in price; and as a general rule manufacturers have laid in a supply of raw materials, at war time prices, adequate to the operating of their factories three months or more in advance. An abnormally high operating cost having thus been established, present price schedules should be maintained as rigidly as they were prior to the ending of the war. What is needed now is honest and above board co-operation if business is to be continued on a profitable basis.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

F S Clark, hf, c, g, Clark & Sherrill, Pittsfield, Mass. Breslin.

M E Davison, s, Palais Royal, Washington, D C. 220 Fifth ave.

Mr McGahn, t Duffy-Powers Co, Rochester, N Y. 470 Fourth ave.

H B Schofield, hf, C E Osgood Co, Boston. Marie Antoinette.

Leo Samuels, t, Samuel's Dollar Store, Rochester, N Y. Martinique.

Miss M Lawler, s, A M Rothschild & Co, Chicago. 470 Fourth ave.

J Samuels, l, R H White Co, Boston. 470 Fourth ave.

S M Averill, l, Jordan-Marsh Co, Boston. 432 Fourth ave.

S Blum, s, t, Cahn-Coblens Co, Baltimore. Herald sq.

A J Kline, hf, Dives Pomeroy & Stuart, Harrisburg Pa. 230 Fifth ave.

Miss M Lesenhuber, s, J N Adam & Co, Buffalo. 2 West 37th.

Miss J I Mann, c, Marshall Field & Co, Chicago. 1107 Broadway.

R W Freyschlag, t, Webb-Freyschlag Mercantile Co, Kansas City, Mo. 326 Broadway.

RUDOLPH ROBICHEK.

In whose honor the dinner recorded in our last issue was given by his employees.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, DEC. 5, 1918.

THE decision to curtail the Pittsburgh glass and pottery exposition to half the usual period is wise. To the salesmen this will be particularly glad news, for they find it anything but pleasant to hang around the hotel for four weeks. Buyers are to be notified of the change, and asked not to go to market before January 13. As far as the latter are concerned, it will be easy for them to make their arrangements so as to meet the situation. If the plan works out well there is no reason why the exposition cannot be permanently confined to two weeks.

LABOR IN THE GLASS FACTORIES.

IN the glass factories the problems of peace approach those of war in point of seriousness. Few industries have suffered more in the reduction of man power. Even before the United States entered the war the demand for munition makers had taken a great many workers from the industry, and in April, 1917, the glass factories faced the situation with working forces depleted and production greatly reduced.

In most every plant the "gathering boys" were within the ages covered by the first draft, and the initial calls to camps practically wiped out the force of these particular workers, drawing heavily also on pressers, blowers, finishers and other skilled and unskilled help. Some workers not subject to draft left the glass factories for the high wages to be had in the munition plants. With the number of employees entirely inadequate it has severely tested the most efficient management to operate near one-half the ordinary capacity.

The close of the war finds the operatives working under a wage scale that is the highest in the industry. The workers' organization has built this scale up while the war was in progress and has repeatedly stated that this standard must be maintained. Even with these high rates in effect, and the opportunity available for steady work and large earnings, complete forces of workmen are not deemed possible for some time to come by the average manufacturer. As the process of depletion has been gradual, it is expected reorganization will take place in the same manner, especially in view of the period required for the demobilizing of our armies.

PERSONAL.

THREE months ago Chas. P. Schueller, with the H. C. Fry Glass Co., bet the price of a dinner with J. Howard Fry that fighting in the world war would cease on or before Thanksgiving Day. On his arrival in New York Wednesday of last week the winner told how fine a repast Mr. Fry had put up at the Welcome Club in Rochester, Pa. Besides the principals, David D. Denton, Henry Forster, F. D. Thompson, Alex. Frazier and Herbert Ailis sat around the board.

F. M. Merry, president of the Indiana Glass Co., accompanied by his daughter and Geo. W. Haskill, manager of sales, spent Thanksgiving in New York.

Arthur J. Bennett, president of the Cambridge (O.) Glass Co., who has been at the conference with Government officials in Atlantic City, is expected in New York the latter part of the week.

A letter received from Herman Kashins this week states that he is wearing a fine big scar under one of his eyes which he expects to carry the rest of his life. The worst part of it is that he doesn't receive a stripe for his wound, as it is the result of being kicked by a horse. And not even a Hun horse, at that, but just a plain American cavalry animal.

M. Takagi, with Takito, Ogawa & Co., would not join the crowd when the influenza epidemic was rife. Preferring to be exclusive, he waited, and came down with the disease in a light form last week. He is now recovering at the St. Lawrence Hospital.

Ernst B. Koscherak, head of Koscherak Bros., was welcomed at headquarters last Friday when he returned to take up the reins of business after a two months' illness from pneumonia. Ten days at Atlantic City put

him on his feet rapidly, and he is again feeling almost his old self.

E. W. Hammond left Sunday for a visit to the K. T. & K. plant, East Liverpool, and the Economy Tumbler Co.'s factory at Morgantown, W. Va.

William J. Kennedy, New York manager for A. H. Heisey & Co., returned to business on Monday after being confined to his home the greater part of last week sidestepping the influenza.

Major William D. Finke, the former cut glass man, is now commanding officer at Fort Niagara, near Buffalo, and in "Trench and Camp," a weekly publication by the Y. M. C. A., is given much credit for the morale of his troops.

William E. Nye, Eastern traveler for Maddock & Miller, came in from his home at Moravia, N. Y., on Wednesday to spend a couple of days at headquarters.

J. Howard Fry, of the H. C. Fry Glass Co., is expected in New York this week on his return from the conference between the War Service Committee of the glass manufacturers and the Government at Atlantic City.

W. S. George and R. N. Logan, of the W. S. George Pottery Co., East Palestine, O., were in New York last Friday and Saturday conferring with H. Benedikt.

Warren Thompson, who went to work temporarily in an aeroplane manufacturing plant in order to comply with the Government's order to get in an essential industry, has returned to his former position with Edward Miller & Co.

Robert D. Miller, who has been in the naval service for the past three months, has been released from active duty, and returned to his desk at Maddock & Miller's on Monday.

Charles A. Weidemann, New York manager for the Liberty Cut Glass Works, accompanied by his wife and daughter, spent Thanksgiving and the balance of last week at his old home in Philadelphia.

W. F. Ellisson is back from his long Western trip for Geo. F. Bassett & Co. He went out with the intention of getting business. Did he succeed? Who ever knew him to fail?

Arthur L. Blackmer, of the Blackmer Cut Glass Co., New Bedford, Mass., and secretary of the National Association of Cut Glass Manufacturers, was in town on Wednesday completing arrangements for the organization's annual meeting and dinner to be held next Tuesday at the Hotel Imperial.

A. J. Tourangeau, with Henry Morgan & Co., Montreal, Canada, arrived in New York on Monday for a stay of about a week. He registered at the Prince George.

John J. Miller, with Mrs. Miller and a party of friends, left on Tuesday for a week's golf and general recreation at Lakewood, N. J.

T. T. Fryer, traveling representative for the Tajimi Co., returned last Friday from a very profitable trip that took him as far as Cleveland.

Lieut. William Wagner, formerly salesman for E. W. Hammond, writes that he does not expect to be able to get home before New Year's, at which time he will probably be mustered out of the service.

A. Baroff, who gave up his position with Rowland & Marsellus to enlist, received an honorable discharge last week, being in the first contigent to demobilize. He is back in New York much disappointed that he did not get overseas.

Harry Hollender, buyer for the Outlet, Providence, R. I., showed his smiling face in New York for a shor while this week.

A. H. Heisey, of Newark, O., was a delegate to the conference of the glass manufacturers with Government officials at Atlantic City. He came to New York last Friday, and again on Monday, returning in the evening to the city by the sea.

G. William Sell, of Krantz & Sell, cut glass manufacturers, Honesdale, Pa., entertained Lieutenant Lester Sweeley, of Mineola, L. I., at dinner on Thanksgiving Day. The latter made the trip to Honesdale in a Curtis biplane. It was the first aeroplane to land in the town, and caused quite a sensation. The homeward flight, a distance of about 130 miles, was made in sixty minutes—a record in flying.

FIRE THE DEAD ONES.

THE salesperson who welcomes criticism as an opportunity to learn a valuable lesson is far on the road to progress in his own development, as well as in being an increased asset for his employer. On the other hand, the salesperson who knows too much to learn daily lessons is hopeless, and the sooner the merchant gets that kind of people out of his store the better.

AT CHICAGO.

THE factory representatives are taking a little rest at this time, as is usually the case. They do not expect to accomplish a great deal in the way of sales until after the first of the year.

* *

Interest in the Pittsburgh glass exposition does not seem very keen, and buyers here are uncertain as to whether or not they will attend. The Pittsburgh exposition, they say, is a very enjoyable social affair, but as for business, it is time wasted. They say, moreover, that the factories can have very little to show that is new.

* *

The trade was shocked to learn that W. O. Coleman, president of the Burley & Tyrrell Co., dropped dead at his home in River Forest last Saturday afternoon, while walking with his wife. During the morning he had played golf, and there was not the faintest suspicion that his condition was anything but normal. The funeral was held on Tuesday from his home, to which many floral tokens were sent by members of the trade and the various clubs and social orders of which he was a member. Mr. Coleman was considered an expert judge of French and English ware, and was constantly consulted on the subject. In addition to being the head of one of the largest hotel and import houses of the country, he was also head of the American Flyer Mfg. Co., of this city, manufacturers of mechanical toys.

* *

Earl W. Newton, of Earl W. Newton and Associates, left last week to visit some of his Eastern factories, and will be gone about a week.

* *

Ira A. Jones and O. C. Helm, of the Ira A. Jones Co., will leave in a few days on an Eastern trip for the purpose of visiting the factories they represent in this territory.

* *

Miss Ella Brennan will leave soon to buy china and glassware for Rothschild & Co. She will visit all the Eastern markets, and also the pottery and glassware manufacturers.

* *

Frank B. Tinker will show his line of cut glass at the Pittsburgh exposition.

* *

Henry Berliner, buyer for the Boston store, Milwaukee, spent a few days here during the week.

* *

Ernest Wolf, glassware, has moved from his former location on the fourth floor of the Atlas Block to room 406, in the front section of the building, facing Randolph street.

* *

Marshall Field & Co. will honor the nineteen former employees who fell in the war at a memorial service which will be held next Sunday in the Auditorium Theatre. Dr. Frank Gunsaulus and John G. Sheed, president of the comprny, will make addresses.

* *

The decision of the furniture trade to hold an exposition in Chicago in January, as usual, is expected to bring several thousand buyers of housefurnishings. On account of the war it was decided last fall that no more expositions would be held until peace was declared. Although the furniture men have but a short time in which to get ready, they expect to make a good showing.

* *

It is hoped that J. Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., who is expected here next week, will give some first-hand information on the situation as regards the production of blanks for cutters.

* *

Elmer, son of Dave Saunders, factory representative, is expected to join his father in business as soon as the Government releases him from Armour Technical Institute, where he has been taking a course in war chemistry. He has frequently accompanied his father on road trips, and is known to many members of the trade.

* *

Robbers broke into the Picard Studios, china decorators, on the North Side, one night last week, and stole $800 worth of goods, including money and gold metal.

E. GRANT GARNSEY, JR.
Killed in action Oct. 29.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

It has been decided that the 1919 Glass and Pottery Exposition here in January shall last two weeks only —January 13 to 28 inclusive. This announcement was made following a meeting of glass manufacturers here a few days ago, when the subject of maintaining an exhibit was discussed at length. Some were in favor of eliminating a display altogether when eight firms announced that they would not show their lines. Others thought such action inadvisable; so a compromise was effected by cutting the duration of the exposition in half.

That glass manufacturers will soon take measures to increase their export business is a foregone conclusion. Hardly a week passes but what inquiries are received from foreign markets. The passage of the Webb law some months ago opens a way for American glassware not heretofore possible, and its advantages will not be passed over.

A number of manufacturers who have salesmen in Uncle Sam's service have written them asking them to ascertain if possible when they will be released. Selling organizations are now being formed for 1919, and all are wanted by their former employers.

Representatives of large jobbing interests who have been in the glass district during the last six weeks have had a two-fold purpose in view—to buy present requirements, and to get a line on future possibilities. Those who carry very large stocks are "keeping their ears to the ground" before making up new catalogues for the coming quarter. It is very necessary to know whether or not the market is to be firm for a definite period.

Glass manufacturers are deeply interested in the statement of Frank P. Walsh, joint chairman of the National War Labor Board, that labor must not be expected to return to the pre-war basis of wages and working hours. The only hope for a safe, orderly national development, he declared, is in the maintenance of present wage levels and a continued improvement of conditions of labor. He predicted that there will be no return to the pre-war level of costs of necessities within five years, at least, and said that even with the reduction in living costs the present wage standards must be maintained, for the "workers in the average industry will be receiving only a fair return for their work."

That certain lines of glassware will be further advanced ere long is confidently believed by those who have been keeping in touch with the situation. These advances will only be made, however, where costs warrant such action. The whole situation to-day resolves itself into one of production, which is far below normal.

Among those who will not participate in the January exposition here are the Monongah, Athens, Belmont, Rodefer, Jefferson, Imperial, Fostoria and Central glass companies.

When the confectionery manufacturers are permitted to increase production an active call for candy display jars is expected. There has been very little trade in these goods during the sugar shortage.

Miss Evelyn Hamilton, assistant actuary of the Glass Association, has returned to her desk after a fortnight's holiday spent with friends at Zanesville, O.

A gradual increase in the demand for lighting glass continues to be reported by manufacturers. Considerable new building is being started, and much more is contemplated at an early date.

Florists' shops have been fair buyers of vases with in the last few weeks.

Automobile manufacturers now being allowed to make seventy-five per cent or more of their normal production of pleasure cars, there has been a big increase in orders for lenses since the ban was lifted.

Several shops in this district are working steadily on current orders.

Members of the War Service Committee of the various branches of the glass industry met at Atlantic City the first three days of this week with the United States Chamber of Commerce to discuss plans for the future conduct of the industry.

Millville, N. J. A number of glass concerns in South Jersey have received notice to cancel war orders, and this has caused them to lay off employees and close some departments. The companies manufacturing prescription ware and other commercial requisites are continuing to operate at full capacity night and day, however. The closing of some branches has overcome the help shortage which has handicapped the manufacturers since the beginning of the blast.

BUSINESS BRIEFS.

The sales of War Savings Stamps by the Nathan-Dohrmann Co., San Francisco, for the week ending Nov. 23 were $121, bringing the total so far to $24,-855.75.

* *

Geo. Borgfeldt & Co. announce that the new address of their Chicago office is 209 State street, room 808, Republic Building, and that of their San Francisco office 717 Market street, in the Kamm Building.

* *

Attention is called to an advertisement under "Special Notices" offering for sale a two-kiln pottery located at North Newark, N. J. The works are well suited for the manufacture of specialties, with improved machinery and ample ground space.

McKENNA TAKES A PARTNER.

THE announcement by William J. McKenna that the death of his brother, Charles T., would not affect the continuation of the business of the McKenna Bros. Sales Corporation, 1271 Broadway, is followed this week by the statement that Robert R. O'Connell, a lifelong friend, would succeed to the deceased's interest in the concern.

Mr. O'Connell is a capable business man, with a record for achieving things. With twenty years' experience in traveling, coupled with a magnetic personality, he should have little difficulty in speedily building up a big following in the glassware trade.

William J. McKenna will continue to travel his regular Western territory, while Mr. O'Connell will call on the trade in the East. They will alternate in making trips, so that one of them will always be at headquarters in New York.

Both expect to go to Pittsburgh on January 5, where they will make an exhibit for two weeks. This will also serve to introduce Mr. O'Connell to the trade.

NEVER DOWNHEARTED.

THE Siegel-Cooper building, Sixth avenue and Eighteenth street, long an object of attention when a department store, is again in the public eye. As people pass it on the street or look at it from the sidewalk and elevated railroad they see crowds of wounded soldiers in pajamas or bath-robes lined up at the windows. They are a jolly lot, these boys from overseas. They grin back at the throng, wave their hands and crutches, flirt with the girls across the street, and despite their physical disabilities seem to be having the time of their lives.

SALES OF WAR SAVINGS STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2173	4599	$10,319.81
Strobel & Wilken Co			10,060.56
L. Straus & Sons	960	3179	4,899.89
Morimura Bros	416	9372	4,086.63
B. Illfelder & Co	379	7233	3,392 47
Edward Boote	423	1730	2,202.82
French China Co			2,200.00
Herman C. Kupper	351	824	1,961.00
Higgins & Seiter, Inc.	270	1760	1,790.00
U. S. Glass Co	296	1406	1,642.01
Lowenfels & Co	216	2957	1,641 00
Leo Schlesinger Co			1,513.50
F. A. O. Schwarz	166	2991	1,441 90
Empire China Works	172	2625	1,375.81
Lazarus & Rosenfeld	132	2720	1,228.03
W. S. Pitcairn, Corporation			1,250.00
J. H. Venon, Inc	225	411	1,100.00
O'Gorman Pub. Co	186	375	894.24
Hugh C. Edmiston	223	110	958.09
L D Bloch & Co	66	2358	919.50
George H. Kamoi	221		919.36
S. Birens	200	6	826.00
H. G. McFaddin & Co	150	100	647.50
Fensterer & Ruhe	119	590	636.88
B. Strasburger	72	854	513.20
M. Propp & Co			509.75

	W. S. Stamps	Thrift Stamps	Total Value
Wallach-Behrend Co.....			$500.00
Jas. S. Barron Co.....	105	117	482.13
Benjamin Griffen	45	1078	458.00
A. J. Fondeville & Co.....	75	566	455 30
M. Herbert Co.....	9	1641	450.10
J. Wedgwood & Sons.....	78	419	431.73
Baker & Bennett.....	100	26	424.50
H. Brand..... ...	94	241	419.61
Theo. Haviland.....	79	332	414.81
Bryce Bros.....	73	400	405.17
Takito, Ogawa & Co..		1610	402 50
B. Shackman & Co.....	53	727	401.70
Mrs. Philip J. Termini ...			400.00
James M. Shaw & Co.....	59	530	377.54
Lee B. Lok.....	87		364.05
Wm Dougherty.....	65	180	316.70
Edward B. Dickinson.....	38	558	314.98
C. H. & E. S. Goldberg. ..	62	211	306.70
Frank & Danziger, Inc....			299.71
Calumet Mfg. Co.....	46	342	276.85
Manhattan Enamel WareCo			275.00
Pairpoint Corporation.....	20	687	271.75
Morris Sendar..... ...	22	634	250.24
E. I. Horsman Co.....	45	243	247.50
Fostoria Glass Co.	44	171	225.28
C. Dorflinger & Sons.....	39	238	222.74
Wm. H. Plummer & Co....	39	224	219.25
S. Kerwayama & Co.....	50		210.00
Vogt & Dose.....	20	486	205.90
Le Roy T. Pease.....	30	280	194.62
John Simmons & Co..... .	27	288	184.05
Chas. M. Levy.....	20	400	183.50
Handel Co.....	41	36	175.00
M. & M. Bloom.....		662	165.50
G. W. Wineberg....	37		154.29
Paul A. Straub & Co.....	20	285	151.25
John L. Garvey.....	17	307	147.81
Rowland & Marsellus Co..	24	110	127.58
Edw. D. Soule.		431	107.75
Ko Kozai.....	14	150	107.50
Henry Birn & Sons.....	20	90	106.90
Ed. Williamson.....	14	230	103.50
Gudeman & Co.....	7	289	101.39
Rich & Fisher.....	10	236	100.90
Maddock & Miller.... ...			79.60
Max Rikelman.....		300	75.00
Samuel Zuckerman.....			70.00
M. Wetzel.....			68.75
The Owens-Kreiser Co....	9	100	62.61
Meakin & Ridgway.....		220	55.00
Bissell Carpet Sweeper Co.	9	60	52.35
C. Marcus....	7	80	49.15
K. J. Okajima.....		193	48.25
Steinfeld Bros..... .	9	35	46.10
Wimelbacher & Rice..	8	42	43.70
Barney Scher.....		120	30.00
S. Alpert.....	7		29.26
Evans Gift Shop....	3	50	25.01
Thos. B. Adams.....	2	45	19.57
Samuel Schorr.....		64	16.00
Tashjian Bros.....		45	11.25

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An A No. 1 stockman, also a general office utility man, also good head packer. Must be thoroughly experienced in crockery, glass, housefurnishings, hardware, notions, etc. Large, old-established Texas jobbing house. Advise salary expected to start, and give full information first letter. Good future. Write China Palace Compnay, El Paso, Texas.

SITUATIONS WANTED.

ENGLISHMAN of position and experience is open to accept post as buyer in England (or the Continent of Europe) for a good American crockery house. Address Ceramic, this office.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. Allabach Co., 2833 Frankford Ave., Philadelphia, Pa.

WANTED—MANUFACTURERS' AGENTS TO HANDLE A COMPLETE LINE OF CUT AND ENGRAVED GLASSWARE OF LEADING MANUFACTURE. TERRITORY WEST OF MISSISSIPPI RIVER. ADDRESS A186, THIS OFFICE.

WANTED—By a wideawake agent, with his own wareroom in New York, a line of lighting glassware. Any factory wanting an outlet and can make shipments can be sure of orders. Address A 187, this office.

SOLE AGENCIES WANTED FOR GREAT BRITAIN FOR ALL KINDS OF PRESSED GLASS, ALL KINDS OF TUMBLERS, GAS CHIMNEYS, BOTTLES, ETC. PAYMENT AGAINST SHIPPING DOCUMENTS IN NEW YORK. ADVERTISERS ARE THE LEADING IMPORTING HOUSE, AND CAN GUARANTEE LARGE TURNOVER. FULL PARTICULARS AND CATALOGUES, ETC., TO MAX EMANUEL & CO., 4½ SHOE LANE, LONDON, E. C. 4, ENGLAND.

TO SUBLET.

FIFTH AVENUE BUILDING.—Very desirable small office about 510 square feet, especially adapted for showroom. Located in crockery and glass trade district. Lessees forced to vacate owing to association with other concern. If interested, communicate with the Oriental Commercial Co., Ltd., 2 Rector Street, New York.

FOR SALE.

TWO-KILN pottery, North Newark, N. J., one hour trucking distance from New York market. Fully equipped for the manufacture of general ware. Ready for immediate work. Plenty of help in the vicinity. Newly built a year ago. Best Crossley machinery. Has large decorating room, with two up-to-date decorating kilns. Plenty of ground for enlargement, 400 feet on Erie R. R. For further particulars address A185, this office.

FOR SALE—Large and small kilns suitable for burning-in purposes and especially for experimental work. The sizes are 38 x 28 x 24 inches with a clear of 24 inches, and 32 x 36 x 24 inches all clear. Low price to quick buyer. Address Howard Glass Works, 104 Chambers Street, New York.

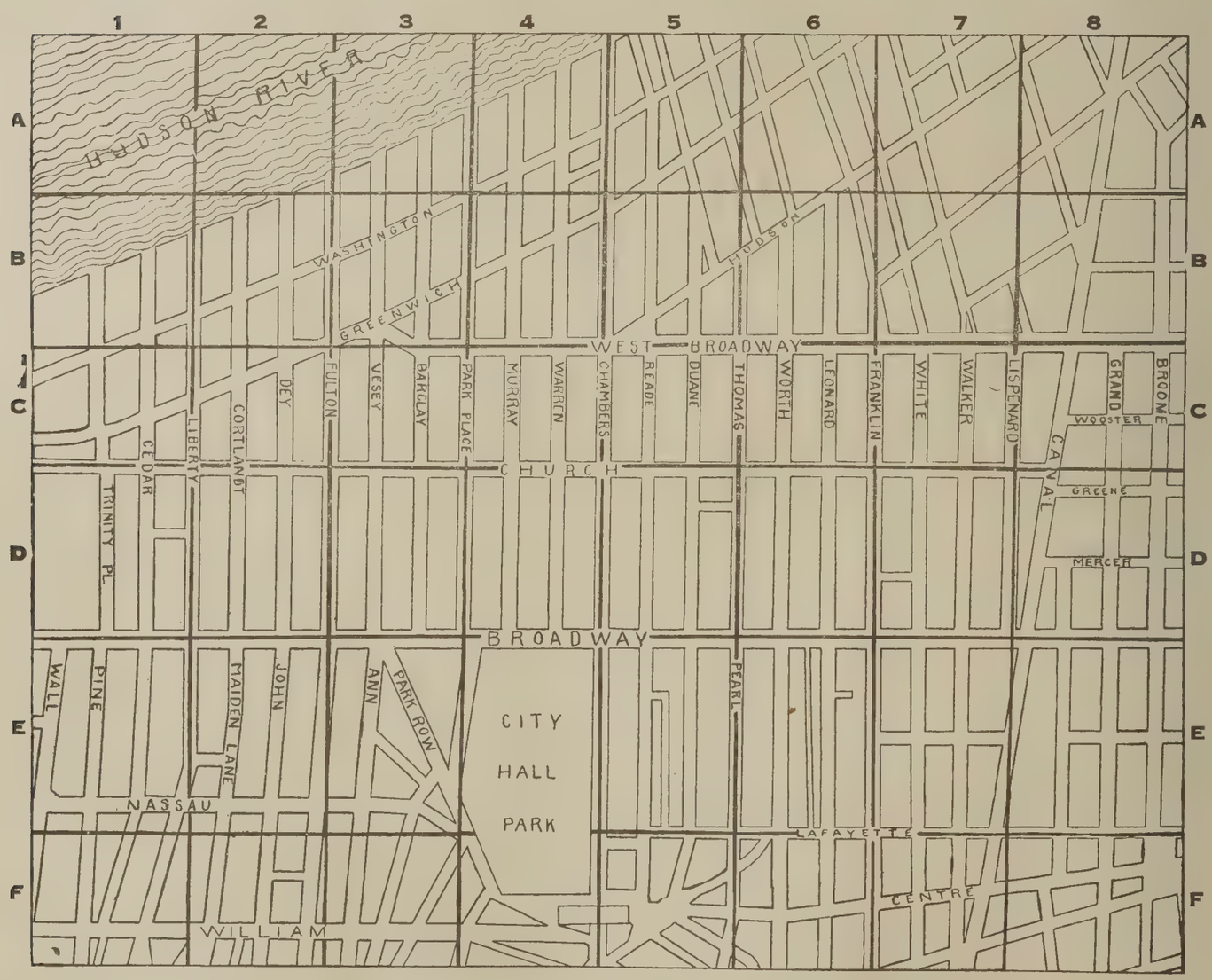
THE GERMAN BOYCOTT.

THE first step in the national boycott campaign against German-made goods was taken at a meeting Tuesday of the Women's National Committee of the American Defense Society when a communication was addressed to President Wilson stating that there was great opposition to the sale of German goods, and requesting his co-operation in the campaign. The letter was delivered to him before he sailed for Europe.

It was announced by the boycott committee that 700 stores in various parts of the metropolis had agreed to place signs in their windows stating that they do not handle German-made merchandise. It was also reported that one of the big department stores in this city was selling German-made goods, and those present agreed not to purchase anything in this store, and to urge others to do the same thing.

The committee also stated that all the other big department stores had been visited, and the owners urged not to sell German-made goods. The committee was informed that the managers of the department stores were undecided as to what steps to take, and it was stated that it would be necessary to create a strong public sentiment in order to covince these department store men of the inadvisability of handling German wares.

Locations of Firms in the Downtown District.



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riedlaender, Oscar O., 40 Murray St..... C 4

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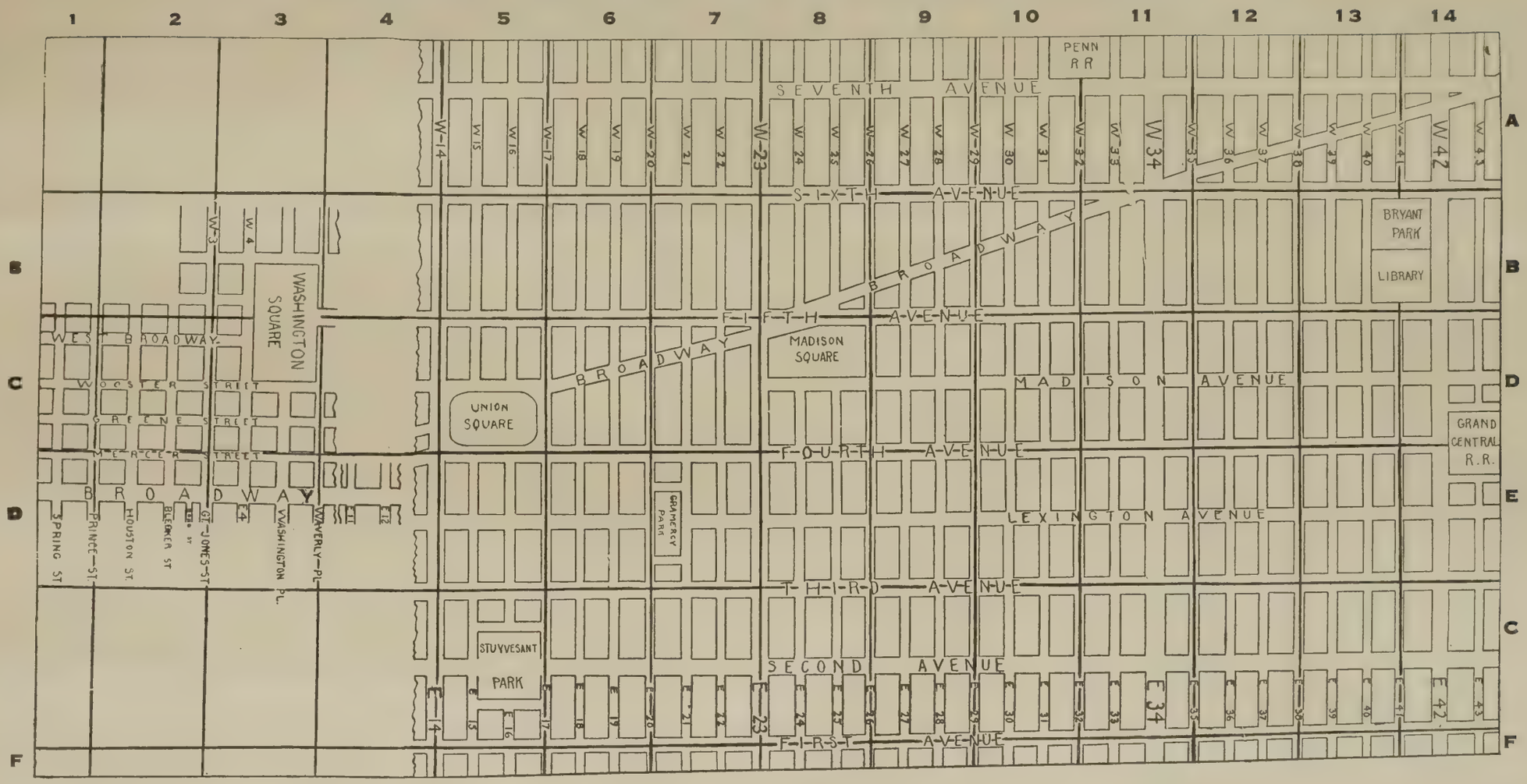

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CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 12, 1918.

CUT GLASS CONVENTION.

THE annual meeting of the Cut Glass Association was held at the Hotel Imperial on Tuesday, Dec. 10, at 10:30 a.m., J. E. Marsden, president, in the chair. At the roll call twenty-eight concerns were represented among them being the Quaker City, Liberty, Hunt, Imperial, Keystone, Blackmer, Libbey, H. C. Fry, Ideal, McKenna Co., Fishkill, Powelton, Tuthill, Figaro, Century, J. H. Herrfeldt & Co., J. J. Niland Co., Geo. Phillips & Co., Pairpoint Corporation, and Emil F. Kupfer.

After the reading of the minutes of two previous meetings and the treasurer's report, a committee consisting of Messrs. Denton, Sells and J. Howard Fry was appointed to audit the treasurer's report.

T. P. Strittmatter then read the report of the committee on "Minimum Prices on Staple Articles." The feature of this report was that many articles were priced too low and varied too much. Eight items were selected as examples, and in a lucid address Mr. Strittmatter showed conclusively that these could easily be equalized, to the betterment of the industry.

An animated debate followed, in which Messrs. H. C. Fry, Atterholt, Sells, Robb, Kupfer, Morecroft, Sherman and May participated.

Mr. Marsden took a hand and made a forcible plea for action. He said that these meetings were held year after year, ideas were presented and talked over, and the meetings adjourned without accomplishing anything. Now was a period of readjustment all over the world. The cut glass business was in a bad way, and the manufacturers were partially to blame for it. The time was opportune to do something. He wanted action, and wanted it to-day.

Before adjourning for lunch the chair appointed Messrs. Sells, Morecroft, Steinman and Kupfer as a committee to nominate officers for the coming year.

AFTERNOON SESSION.

It was an hour after the appointed time when the convention assembled in the afternoon, and the members got right down to business, Mr. Marsden calling for the report of the nominating committee.

Mr. Blackmer, who was slated for secretary, which office he has held ever since the association was founded, asked to be relieved, and gave his reasons. There was a storm of protests, and he reluctantly consented to serve one more year.

C. H. Taylor declined nomination for second vice-president. He was urged to accept, but insisted on somebody being substituted.

The officers finally elected were: President, J. E. Marsden; first vice-president, J. Howard Fry; second vice-president, G. W. Sells; secretary, A. L. Blackmer; treasurer, T. P. Strittmatter.

Directors—E. Kupfer, J. W. Robinson, O. S. Atterholt, John E. Krantz, F. R. Fish, Thomas Shotton, R. W. Murphy, J. T. Tuthill, T. B. Clark, F. L. Morecroft and Oscar Johnson.

Executive Committee—G. W. Sells and Thos. Shotton.

Mr. Marsden then took up again the waste proposition and advocated a consolidation of all the cut glass

factories. The matter was debated for an hour, and again action was urged. The president proposed a three-day convention in the near future, and it was finally decided to convene on Feb. 13 for the purpose of carrying out the ideas evolved at this meeting, a committee consisting of Messrs. Sells, Marsden, Atterholt. Strittmatter, Kupfer and Shotton being appointed to investigate the feasibility of minimum prices and consolidation, and to make a report in concrete and workable form.

Just before adjournment Henry C. Fry rose and invited the whole membership, with their wives, to be his guests again at Point Chatauqua on July 3d, 4th and 5th. There was no hesitancy about accepting the invitation, and a rousing vote of thanks was given.

THE BANQUET.

The hour appointed for the banquet was seven o'clock, and ten minutes later the following were seated at the tables:

Thos. P. Strittmatter	G. E. Sherman
Henry C. Fry	F. Beck
Arthur L. Blackmer	F. H. Taylor
John Gleichman	H. R. Handy
David W. Denton	Wm. J. O'Grady
J. E. Marsden	Emil F. Kupfer
W. L. Day	August J. Kupfer
J. Howard Fry	John L. Brisbois
O. T. Atterholt	Victor Brisbois
Chas. P. Schuller	Claren Packer
Charles H. Strunk	John A. Boyle
C. H. Taylor	Louis Stanner
Chas. G. Robb	Henry Engelbe
J. E. Stegner	Fred Specht, Jr
F. L. Morlcroft	Chas. Becker
Thomas Moltrusen	A. B. Fischer
J. J. Niland	Raymond H. Fender
R. A. May	H. Baker
Geo. Phillips	Frederick J. Todd
J. H. Herrfeldt	Samuel R. Henderson
J. J. McKanna	Z. E. Hall
Wm. Albert	J. L. Crimmins
A. R. Engelmann	A. R. Marryatt
John E. Krantz	A. F. Lemcke
Henry Witte	Geo. M. Jaques
G. Wm. Sell	

MENU.

Oysters

Olives Celery

Vegetable Soup

Boiled Cod

Lamb Chops with Mushrooms and Browned Potatoes

Rum Sorbet

Roast Turkey, Cranberry Sauce

Lettuce Salad

Ice Cream Cake

Coffee Cigars

Manhattan Cocktails Sauterne

A precentor started the singing immediately, and song followed song all the evening.

At 8:25 Mr. Marsden called the meeting to order and introduced David W. Denton as toastmaster.

Mr. Denton asked the secretary to read a letter of regret at not being able to be present from Marc T. Lester, of Toronto, to whom a toast was then drunk.

He then called on Miss Marie E. Becker, daughter of Harry Becker, for a solo, and she sang so well that she won a rousing encore.

Henry C. Fry spoke briefly in his usual pleasant manner. He said it was not so much reconstruction as readjustment that was needed in the trade. He spoke of the return of the boys from overseas, and counseled patience in getting back to normal business conditions. He said that the public wanted real cut glass, and in a short time he thought there would be an increased demand. He said further that shortly there would be better materials available with which to produce it.

A Mr. Day, from Philadelphia, spoke for twenty minutes on co-operative advertising. He gave examples of what had been done by the lumber trade, fruit growers' association, and others, showing how these industries had been largely increased, and how the cut glass trade could be developed. He said it would take a lot of money each year for not less than three years, possibly five, and set the figure at about $150,000 per year. He also said that unless they meant to see the thing through they had better not begin.

John Gleichman told a series of stories in negro dialect that were very entertaining.

Capt. Conercan, of the British army, was called upon, and told a tale that was heartrending. He had been wounded seven times, had been in the French and English hospitals twice, was finally captured by the Germans and spent twelve months in German prisons. Of the brutalities he had suffered he said that a Prussian surgeon tortured him by running a probe seven inches into a wound, taking a delight day after day in keeping the wound open. He and three others were put in a room not large enough for two, with no bedding, only a blanket alive with "cooties," which eventually got into his wound. He apologized for what his hearers might deem a too liberal use of the personal pronoun, explaining that his Government had sent him over to tell his experiences in order to offset the German propaganda which had been started to create sympathy in the United States for the Germans.

Mr. Jaques, of the CROCKERY AND GLASS JOURNAL, spoke briefly, and was followed by Howard R. Handy, of the "Salesman," and Mr. O'Grady, of the "Jewelers' Circular."

The affair closed with the singing of "America," led by Miss Becker.

NOTES.

The invitation extended by Henry C. Fry to go to Chatauqua on the Fourth of July was as unexpected as it was gratifying. Everybody who was at the previous gathering there was more than delighted, and it is a sure thing they will all go again. Many who were not

Continued on page 15.

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready Sellers.

TEN large display tables are utilized to exhibit the extensive new line of dinnerware samples just received by H. Benedikt, 7 West Twenty-second street, from the W. S. George Pottery Co., which has appointed him sales agent for its entire line of goods for the New York market. Up to the present he has only represented that part of the line which was made at the Kittanning (Pa.) plant under the name of the George Bros. Pottery Co. In the showing is represented every conceivable type of decorative treatment, with many novel arrangements in design and coloring that are highly commendable. The patterns range from fine coin gold treatments to designs of a more modest character at corresponding prices. There is something to suit every size of pocketbook.

A line of special interest to the buyer looking for something exclusive is a new type of Venetian glassware recently placed on display by Koscherak Bros. It is made in a double-layer glass, with the design baked through the first layer, thus producing a subdued and very unusual effect. Odd floral designs are employed, mostly in quaint all-over styles. Vases, puff boxes, lamps and various other articles are shown.

The Tajimi Co., 597 Broadway, which will combine forces with Takito, Ogawa & Co. on January 1, still have a large assortment of goods to dispose of before their removal. There are all sorts of the most salable kind of merchandise to be secured at decided concessions from regular prices. This is an opportunity well worth while, for the goods are all from their regular lines. The display will be continued until January 15.

"Vogue" nursery china, something new for the kiddies, lately introduced by Maddock & Miller, 54 Murray street, is destined to be one of the biggest sellers of its kind ever offered. It comprises the familiar "Humpty Dumpty," "The Old Woman Who Lived in a Shoe," "Old King Cole" and "Mother Goose" herself, designed by one of the best known artists in this country and reproduced on England's well known Shelley china. The designer has handled the subjects in a novel manner, and the colors are infinitely more tasteful than usually seen in a production of this character. This is a money-maker that stores should lose no time in placing on their display tables. A complete line is carried by the concern for ready delivery.

Palm Bros. have on hand for immediate delivery a large, varied and miscellaneous assortment of pottery decals, including sprays, ornaments, scrolls and fine borders for dinnerware, fruits and floral subjects in different sizes, scenes for plaques, decorations for cake and berry sets, salads, jugs, and all kinds of specialties, including game and fish sets. Also a large variety of exclusive patterns in high-grade artistic borders manufactured at both their English and American factories. Samples will be sent gratis on application.

A more tasteful collection of dinnerware patterns cannot be imagined than that shown by Manager James J. Temple at the salesroom of L. Bernardaud & Co., 46 Murray street. There are extremely dainty effects in delicate colorings or white and gold conceptions that appeal strongly to the refined taste, together with more striking creations and unusual color combinations that are proving popular in every store throughout the country.

An exhibit of fine glassware that can invariably be depended upon for exclusiveness of design and superior quality is that of the Libbey Glass Co. at the salesroom of their New York representatives, the McKenna Bros. Sales Corporation, 1271 Broadway. In the display will be found the unusual type of items which meet the needs of the store catering to a particular clientele. There are rich, deep cuttings, engraved designs, and rock crystal of rare beauty in a large variety of items for the table and other uses in the home.

The showing made by the Kinney & Levan Co. at the salesroom of Cox & Lafferty, 1170 Broadway, who represent the concern in New York, always contains

something of unusual interest for the buyer looking for live merchandise. Their selections of dinnerware patterns for immediate delivery shows excellent judgment, being of just the kind that never fail to prove successful with the retailer. Besides dinnerware, there are a number of other lines that are attracting special attention.

Paul Joseph, New York representative for the Duncan & Miller Glass Co., is displaying a number of attractive things at his salesroom, 90 West Broadway, that every wideawake buyer should make it his business to see. In Colonial designs, which are always popular with the retailers, there are several unusually pleasing styles. Each line is made in a complete list of items for the table.

HOTEL MEN'S EXHIBITION.

BEGINNING Dec. 16, the Hotel Men's Exhibition will be held at Madison Square Garden, where will be shown a wonderful array of hotel supplies of all kinds. The Mitchell, Woodbury Co., Boston, will have on display a comprehensive line of open stock dinnerware and glassware, together with exhibits showing the wares in their various stages of manufacture. The Guernsey Earthenware Co. will also show their hotel ware. Tickets may be had from either concern on request.

THE CONDITION OF BUSINESS.

New York Buyers are not placing large orders for 1919 delivery because they think that lower prices are in sight. Last year at this time they were crazy to get their orders booked; now they will not buy anything. Nothing has occurred yet to lower prices. Wages are as high as ever, raw materials just as scarce and costly, and the demand for all kinds of wares continuously active, with the prospect of a better business next year than this. Everyone knows that there is a scarcity of crockery and glass and that every household in the country is in need of these items. Why, then, do buyers ask for lower prices? The answer may be found in the following: Some weeks ago the banks notified their customers that their line of credits must be reduced at least one-third, as it was necessary to provide funds for financing the Liberty Loan. Orders went out to buyers all over the country to purchase only for imperative, immediate wants. They were not told why. They had to make some sort of an excuse, and so gave as a reason for non-purchasing the prevailing high prices. That it was only an excuse is evidenced by the fact that bait of an extraordinarily large discount thrown out to one buyer was refused. The importers are not getting much new business, except where they have stock for immediate delivery, and even then the quantities called for are small.

There is some demand for glass at the factories for immediate shipment, but very little for future delivery. The local agents are not doing much business, and have few visitors.

The potters are doing a good but reduced trade. As with the glass manufacturers, orders for future delivery are few and smaller than has been the custom at this season. The local representative are doing almost nothing.

The Japanese importers are doing some business when they have stock for quick delivery, but, like everybody else, orders for future delivery with them are not numerous. Most of them, however, have booked about all they can handle for 1919. More ships will be available to bring in these goods next year, and the outlook is therefore bright.

Retail trade continues good, although it has been a little spasmodic this week. Business would be rushing in some quarters one day, and fall off the next. One day the call would be for high cost goods, and the next only cheap stuff would be wanted. New York buyers are always queer, anyway. There is no gauging what they will do.

In the nearby towns business seems to be very good. In fact, there is a normal trade in all, and a good trade in most. The outlook is exceedingly bright for a big business next year. From present appearances there will be hardly any stock left on the retail counters after Christmas. Dealers are clearing out all the old goods they have, and could sell a lot more new stuff if they could get it. While the bulk or volume of wares sold may not be as big as in ordinary times, the prices will make a big showing on the books, and the probabilities are that when the retailers balance their accounts there will be small stocks on hand and a lot of cash in the bank.

Pittsburgh and Vicinity New business with glass manufacturers is slow. While some orders are received by mail, the volume indicates that the merchandise is for immediate requirements. Production continues far below normal, owing to labor scarcity.

East Liverpool and Vicinity The lull in the receipt of new business continues; but such is to be expected at this season of the year. Inquiries concerning merchandise for the first quarter in the new year are numerous, however. The freight situation is easier, and shipments are being forwarded more promptly.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

That the present selling lists of pottery will continue at the present standard for quite a time to come is the general belief of the trade. The high cost of raw materials continues, packages remain at top prices, wages of workers are firm on existing basis; and until the manufacturers can lower their costs in the producing end and production reaches former normal standards present selling lists are a matter of necessity.

* *

Among visiting buyers were W. C. Newland, for George Borgfeldt & Co., Mr. Deubert, for Montgomery, Ward & Co., Chicago; Mr. Stevens, for Charles Werner & Son, Detroit: Barron Crockery Co., New York.

* *

Charles C. Ashbaugh, president of the West End Pottery Co., and a member of the War Service Committee of the pottery industry, was at Atlantic City last week attending the conference with the United States Chamber of Commerce.

* *

Letters have been received from a number of Far Western buyers advising that they will be in the district in January.

* *

The Warwick China Co., Wheeling, W. Va., plans to increase its production of vitreous china dinnerware in January. It has been devoting the bulk of its capacity to hotel ware during the past year.

* *

The demand for all items in the hotel line continues active. Dairy mugs are in very heavy request. Hotel teas are also wanted in large quantities by some buyers, especially those who cater to the restaurant trade.

* *

William H. Hardie, with the Mt. Clemens (Mich.) Pottery Co., spent several days in this district last week.

* *

In some of the local potteries the influenza epidemic has caused quite a decline in production. In the cases of some of the workers entire families have died. Others have lost wives and children. Some of the cases reported are pitiable in the extreme.

* *

The regular annual winter meeting of the American Ceramic Society will be held in the Ft. Pitt Hotel, Pittsburgh, Feb. 3-8. It has been eight years since the annual meeting of this organization was held in Pittsburgh.

* *

Salesmen who have recently returned from Pacific Coast trips report active business where jobbers are located in war industry districts. Some of the larger jobbing interests have reasonable stocks in hand, while others are in need of merchandise.

* *

Richard L. E. Chambers, manager of the local Gaertner branch, has been active in looking after the financial end of the East Liverpool War Chest fund.

* *

Fire destroyed the Burford business block here, in which was located the Morton jewelry store. Stocks of cut glass and china were lost. George H. Heisler, salesman for the Pyrex Glass Co., occupied an apartment above, and lost some of his chattels.

* *

Relative to the recent hearing in Washington where it was sought to increase the freight classification on earthenware, the "Traffic World" says: "W. E. Wells, for the United States Potters' Association, protested against the advanced ratings on earthenware. He said it was bad business for the railroads to be increasing the imports on the ordinary tableware while decreasing those on the lighter and more fragile chinaware, much of which before the war came from Germany and Austria. Any increase, he said, favors the foreign manufacturers. For a long time, he said, the rate on earthenware from Liverpool, England, to Chicago was twenty-four cents, exactly the same rate on the similar ware from East Liverpool, O., to the same destination. The domestic manufacturers, he said, have been singled

out for a burden unlike any other industry. The desire is to have a differentiation of American earthenware for table use and the china tableware, the most of which is imported. Technically, chinaware is not produced in any quantity in the United States. The confusion of terms arose because the word earthenware means to the ordinary man a brown jug or something of that kind. The desire of the potters is to prevent any change in rates. "Don't use the consolidated classification as a cloak to advance rates and sting the potters," said he. "Don't let our competitor, the importer, away down on his rating, and put us up, simply to guard yourself against frauds that could be committed by the importer."

On behalf of the manufacturers of vitrified ware known as hotel china, E. L. Torbert, general manager of the Onondaga Pottery Co., Syracuse, N. Y., submitted a historical review of the development of the American hotel ware industry. He asked for a rating for "hotel chinaware."

Mr. Dakin, of Pitkin & Brooks, Chicago, objected to the proposed increases on earthenware or stoneware, running, as he said, all the way from sixteen to eighty-five per cent. He said that if the reductions in chinaware were made to compensate or equalize the increase on earthenware the twenty-seven companies he represented would be better off to let them both stand as they are.

AT CHICAGO.

BUSINESS has been good during the past week. Not many visitors were in the city, but this is something which is expected at this time of the year. The buyers from points outside will not begin to arrive until after the first of the year, as they are too busy with their own trade at home to give much attention to visiting the central markets. Everybody here is looking forward to a good business during the early part of next year. The buyers of crockery and glassware profess to see some chance for lower prices, but as a matter of fact they know the game too well to believe that prices can go much lower than they are at present for some time to come.

* *

Charles Israel, representing the Carrollton Pottery Co., was among the visiting travelers last week.

* *

Phil Hinckley, traveler for Earl W. Newton and Associates, who makes his headquarters at Detroit, spent a few days at the Chicago office this week.

The entire wholesale and retail sales forces of Marshall Field & Co. attended the memorial service held in the Auditorium Theatre last Sunday in honor of the nineteen former employees of the company who fell in the war. Dr. Frank Gunsaulus delivered the address, which was most impressive. This week a memorial tablet in the retail establishment at State and Washington streets is to be unveiled.

* *

Grover C. Watkins, who traveled for the Pope-Gosser China Co. for eight years, has been elected vice-president of the Ira A. Jones Co., and in the future will travel for the concern. Ira A. Jones and O. C. Helm left together this week on their annual trip to the factories.

* *

David Ellbogen, former traveler for Stein & Ellbogen, jobbers of cut glassware, lamps, etc., fell in action in France, Oct. 17. He was thirty-one years old, and well known in the trade.

* *

The police have arrested several men suspected of having had a hand in the robbery of the Picard Studios, in Ravenswood, but none has turned out to be implicated in the crime. The company lost over $800, and considerable damage was done to the safe and the premises.

* *

Rudolph Summers, representative of the Hall China Co., East Liverpool, O., was here with samples last week.

* *

George Turner, formerly a department manager for Burley & Tyrell, is expected to return to that firm as soon as he is discharged from the army.

* *

Sam Natkin, buyer of china and glassware for The Fair, will leave for the East within a few days on his annual trip.

*

Mark Donaldson, salesman for the Homer Laughlin Co., spent the week calling on the trade here.

* *

C. H. Colton, buyer for ths Madison (Wis.) Tea Co., spent a couple days in the city this week.

* *

The department stores are badly handicapped in the matter of help, as girls are not attracted at the wages offered. They are making an effort to hire many "extras" to help out with the holiday trade, which is developing beyond all anticipations.

Oscar Holmes, buyer for the Kieffer Department Store, Kansas City, paid the Chicago market a visit last week.

* *

Sears, Roebuck & Co. report a gain of 21.42 per cent in November sales. High prices, of course, have something to do with this showing.

The five, ten and twenty-five cent store of Simon Bros., at Chicago and Kedzie avenues, was held up last week while the place was filled with customers. More than $300 was taken from the cash register. The

robbery, which was committed by three young men, was all over and the thieves away before the majority of the persons in the store knew what was in progress.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

L C Scott, t, Campbell's, Pittsburgh. 105 Grand.
C W Johnson, t, Anthony Bros, Hot Springs, Va. Prince George.
M E Harrison, hf, t, M W Savage Factories, Minneapolis. 1170 Broadway.
F P Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave
O T Ballhorn, s, Powers Mercantile Co, Minneapolis. 2 West 37th.
R C Plant, hf, The Plant-Codden Co, Norwich, Conn. Gregorian.
J M Postley, hf, Baltimore Bargain House. 354 Fourth ave.
F L Gavitt, c, B H Gavitt & Co, Westerly, R I. Continental.
F E Deubert, hf, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
Wm Pitkin, c, A Baldwin & Co, New Orleans. Collingwood.
W F Barrett, hf, Hilger & Barrett; Columbus, Ind. Wallick's

JAPANESE HOUSES TO CONSOLIDATE.

THE Nippon Co., now in process of incorporation, will bring together under that title two of New York's leading Japanese firms under one management. Both have figured prominenlty in the importing business for many years, and have been eminently successful in catering to American taste in Japanese merchandise.

The new arrangement, which has been under negotiation for a number of months' was consummated this week and will take effect January 1 when the Tajimi Co., now at 597 Broadway, will consolidate with Takito, Ogawa & Co. at 101 Fifth ave, where the latter have had their salesroom for the past three years. This location is in the very heart of the uptown buying district, and with the changes that are contemplated to make room for the Tajimi Co.'s lines a better one for their business could not be found. In addition to the first floor, balcony and second floor, the large basement, now used for stock, will be fitted up as a salesroom. This will give them ample room for displaying what will be one of the most comprehensive and diversified lines on the market. Large warerooms have also been procured in adjacent buildings, which will enable them to carry large stocks for immediate delivery.

The extensive manufacturing facilities of both concerns in Japan will give them an output difficult to rival. Each company has built up a reputation for certain lines in which it has specialized, and these will still be featured.

The entire personnel of each firm will be retained intact, giving them one of the ablest executive and sales organizations of any concern in the trade, and the close co-operation in manufacturing and wholesaling their combined products is bound to inure to the benefit of the buyer.

Further details, yet to be worked out, will be announced later.

TO ELECT OFFICERS.

THE annual meeting of the Pottery, Glass and Brass Salesmen's Association will be held in the rooms of the Crockery Board of Trade, New York City, Thursday, December 19, 1918, at 10 a.m. A full attendance of the members is desired.

CUT GLASS CONVENTION.

Continued from page 10.

there have heard of what a glorious time it was; so Mr. Fry will have a big family to take care of.

President Marsden certainly got action. While not a strict parliamentarian, he achieved something which is more to the point. It looks now as if the cut glass industry is going to be revived in earnest.

"Dave" Denton certainly made a fine toastmaster. Many of those present had a little experience with him as master of ceremonies at Chatauqua, and are looking forward to his ministrations on the next trip.

The dinner was exceptionally good—plenty of it, served hot, and just enough to drink to liven things up —in short, a model banquet, and one of the best the writer has attended in the past forty-five years.

The absence of Mr. Carey was a distinct loss. He has always commanded the respect and admiration of the members, and was sadly missed.

The story of Capt. Conercan touched every hearer. It was a vivid tale of horror which those present will never forget.

If the programme outlined for the meeting in February is carried out much good will result. Every man in the cut glass business ought to be there to help the good work along.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, DEC. 12, 1918.

THE courts have decided that manufacturers cannot control the retail prices of their goods after they have left their hands, but have also decided that a manufacturer of trade-marked goods of established reputation may refuse to sell to retail firms which habitually cut prices.

PRODUCTION CONTROLS PRICES.

AMONG the elements of cost entering into the manufacture of glassware, that of labor is the most important. This does not refer particularly to labor specially trained, because, under certain conditions, the class commonly referred to as "unskilled" is just as necessary and its service in greater demand. Radical increase or decrease in labor cost is bound to affect selling prices, but the governing influence is not labor's cost alone; it is the supply of it available. While labor is the important element of cost, it must be applied in quantity and quality sufficient to operate manufacturing facilities within their normal productive capacity. In the last analysis production is the controlling factor of price.

The prospect of an early return to what heretofore has been termed "full production" in glass factories is not encouraging. With labor in great demand, the sentiment approving restrictive legislation against the employment of minors growing, and night work unpopular, continuous operation essential to full production will be difficult to reach in full measure.

Glassware prices in the past have been lower than the immense detail involved, work and capital invested, have ever justified. They were primarily based on a furnace production that will be slow to re-establish. Until some increase along the lines of production is a reality, revision of prices cannot be expected.

PERSONAL.

"IN looking over the business files recently," said W. L. Percy, vice-president and general manager of the Dobbs & Wey Co., Atlanta, Ga., "I found this old book, which shows the payroll when I began my connection with the firm. This book was used in 1892, and you will see my name there."

And there it was, "Willie Percy, $5."

Which shows that Willie had a very important job. It was that of opening barrels in the basement and putting the crockery and glass packed therein in stock. Willie did his work well and faithfully, and studied the business—studied so well and was so faithful that to-day he is boss of the establishment.

Herbert Schulenberg will soon leave for an extended trip to the pottery centres with a brand-new line of Palm Bros.' decals.

H. P. Hunt, of the H. P. & H. F. Hunt Co., Boston, leaves Christmas eve for his annual visit to the potteries and glass factories represented by his firm, and will make an extended stay at the glass exposition in Pittsburgh in January.

Ira M. Clarke, general manager of the John B. Higbee Glass Co., Bridgeville, Pa., is confined to his home in East End, Pittsburgh, as the result of an automobile accident a couple of weeks ago. One of the rear wheels of his car flew off as he was rounding a corner, throwing him headlong against the side of the machine and jarring him considerably. Fortunately, no bones were broken, and it is thought he will be able to look after his duties as usual in a few days.

Carroll Robinson, buyer for the Jordan-Marsh Co., Boston, who has spent the last two months in the aerial service at Camp Leaside, Toronto, Canada, was in New York on Monday on his way home, where he will resume his duties with the above concern. He and Mrs. Robinson, who accompanied him, took the opportunity while here to call on a number of their friends in the trade.

Frederick Skelton is looking forward to the early return of two valuable assistants who have been in the service of Uncle Sam. One is his brother John, who formerly called on the city trade, and who has been stationed at Camp Upton for over a year. The other

is Edward Terpenning, who assisted in the office, and is now at the aviation camp at Garden City, having come back from a brief stay in England, where he arrived with a corps of flyers from this country just previous to the signing of the armistice. He expects to be released from service this week.

T. Haruta, head of the Tajimi Co., arrived in New York from Seattle on Sunday after a several months' visit to Japan.

A. D. Wilhelm, with Wm. Taylor, Son & Co., Cleveland, will begin his service with the Wm. Hengerer Co., of Buffalo, Jan. 1, buying china and housefurnishing goods.

Word was received in New York late last week that Miss Cora Hinnant, who succeeded E. F. Loge as buyer for Miller & Rhoads, Richmond, Va., was married Nov. 26 to John Burton Newton. It is reported that for a while at least Mrs. Newton will retain her position.

Julius Rosenwald, president of Sears, Roebuck & Co., Chicago, is taking the rest cure in the John Hopkins Hospital, Baltimore, following his return from France, where his onerous duties have somewhat told on him.

J. M. Takito, of Takito, Ogawa & Co., was welcomed at the headquarters of the concern here on Monday, after an absence of several months in Japan. Unlike many heads of concerns, instead of his presence being dreaded his is always looked forward to with the utmost pleasure by the firm's employees. He is possessed of a genial personality that at once makes friends of all who come in contact with him. He says conditions in Japan are highly prosperous—in fact, too much so, for with them have come higher wages and higher costs of materials, with the result that merchandise has to be advanced proportionately. He will remain in this country for about two months.

A. H. Ledden spent the first half of this week on a visit to the Buffalo Pottery.

Charles A. Weidemann, manager of the Liberty Cut Glass Works' New York office, will resign January 1 to accept a place with the Quaker City Cut Glass Co. Mr. Weidemann has the reputation of being one of the best cut glass salesmen in the business, and the latter concern is to be congratulated upon securing his services. It will be like going home, as he formerly represented the Laurel Cut Glass Co., Jermyn, for a number of years, and this factory is now operated by the Quaker City Cut Glass Co. at that place. Mr. Weidemann will travel his old territory through the West, where he has a very extensive following.

William P. Garvin, manufacturers' agent. Hamilton, Canada, is a visitor in New York this week.

S. K. Bitner, of S. K. Bitner & Co., cut glass manufacturers, Lancaster, Pa., accompanied by Mr. Schimp, also of the concern, spent Tuesday and Wednesday in town.

Arthur J. Bennett, head of the Cambridge (O.) Glass Co., left for home Wednesday night after spending several days at the concern's New York office.

H. B. Thistle, Jr., and H. J. Smith, travelers for Cox & Lafferty, arrived at headquarters last Friday from trips over their respective territories. They will rest up over the holidays before making another attack on the buyers. Mr. Smith will leave in a few days for his home at Johnstown, N. Y., to spend Christmas.

J. J. McKanna, of the McKanna Cut Glass Co., Honesdale, Pa., who attended the dinner of the Cut Glass Association on Tuesday night, remained in the city until Thursday to call on some of the trade.

Chas. T. Wooley, with the Mitchell, Woodbury Co., Boston, has for many years made a point of visiting New York for a little vacation in midwinter, and not to break the record arrived here this week for an indefinite stay.

Joseph Dreyfuss, of the Simon Bache Co., has been appointed New York County Chairman of the Crockery and Glass Trades Committee for the Red Cross Christmas Roll Call.

DONORS TO A WORTHY CAUSE.

FOLLOWING is a list of subscribers to the North Stafford Infirmary:

William S Pitcairn	$250	Pitkin & Brooks	$25
Henry Nerlich & Co	250	Marc Solon	25
Mr and Mrs John Hawthorn	200	K L Wedgwood	25
E John Ridgway	200	J A Davison	20
Mr and Mrs W H Plummer	100	Mr and Mrs A B Evans	15
Jones, McDuffee & Stratton Co	100	Geo B Jones	15
Mitchell, Woodbury Co	50	E B Adams Co	10
A J Fondeville	25	James Carson	10
		Hugh C Edmiston	10
		A W Mackenzie	10
		Norman C Walker	10

RETIRING FROM BUSINESS.

NISPEL & WEISS, Philadelphia, Pa., have sent out cards announcing their retirement from business. They are liquidating, and will close their doors December 31. They have been subscribers to this paper since November 28, 1883, and as they write that they are not going to cut loose from the trade entirely we hope to keep them on our list for another thirty-six years.

MEETING THE NEW ORDER.

AMERICAN industry is on a higher plane as a result of the four years of energetic operations of factories at near-capacity speed in order to play our industrial part in meeting European and American demands during the abnormal period which is now drawing to a close, says "The Glassworker." Just as the 4,000,000 men who donned army khaki and navy blue have been strengthened morally and physically by their ability to adjust themselves to wartime regulations, business also has been placed on a different plane, and it is generally believed that no individual or interest will return to the old order when peace is restored.

Manufacturers and employees have had new ideals placed before them, and from the millionaire to the humblest messenger boy the spirit of service to the task immediately before them generally has prevailed. All have been enriched in a monetary way; but even beyond the large earnings of dividends and wages there has been a return of much greater importance in the spirit of service and the zeal to do a duty just a little better than it was performed in the past. The so-called interests, Capital and Labor, have worked as one for the common good, and with the passing of the emergency demands there will be no drifting back to former distinct lines. The owner of the plant has realized that his financial success depends upon the hearty and earnest co-operation of his force, and the men in the plants have responded with a willingness to speed up and deliver a full day's work. In the opinion of many persons two individuals are largely responsible for this new condition: Henry Ford, because he led the world in setting a five dollar minimum daily wage for skilled workers; and Charles M. Schwab, because he speeded up the work at the Bethlehem Steel and the shipbuilding plants by rewarding individual efforts and treating the men "on the job" as partners.

Glass plants have changed along with steel, motor and other factories, and the old order will never return. While profits in glass-making have not been on a par with those realized in the distinctive war industries, there has been a unity of purpose in evidence, the sole aim being to deliver goods just a little better and a lot quicker than existed in pre-war times. Many glass plants have been limited as to output, a portion of the industry having been classed as a semi-non-essential; but even though the running time was reduced one-half or even more in some instances, there was no word of complaint, and when the allotted quota of glass was made the workers turned to some other trade, and for the most part were employed almost daily. Men who are able and willing to labor faithfully at whatever task their Government assigns will be of greater value to their employers and their country when the industry in which they have specialized is allowed to return to its former status.

Just at present the transition period is upon us and all efforts are being directed to have the nation return to a peace basis in a degree which will not disturb the labor market, disrupt business and cause a sudden collapse in business. The need is for temperate reconstruction, and in this connection the Chicago Tribune says:

"Wisely the War Industries Board has lessened the strictures imposed on civil industries. Wisely the people must refrain from plunging into violent speculations. In the zeal of enthusiasm for a renewal of normal pursuits we are inclined to an optimism which, if not restrained, is likely to lead to financial mishaps and consequent economic disasters.

"The act of the War Industries Board in releasing most public projects from the restrictions of war is to be applauded in that it provides immediate labor and admits of preparatory measures for peace time industry.

"Gradual release of private industry from war requirements also is to be commended, for it automatically imposes a bar to intemperate investment—in a word, prevents the manufacturer from biting off more than he can chew. At the same time it will permit him to take up the threads of his business a few at a time and sensibly restore production to the point of normal demand without falling into the dangers of overproduction.

"Yet with these provisions wisely made there are many business men and investors apt to think they perceive vast possibilities in certain fields whose production has been restrained by war and which now appear to teem with promise. These should be governed by the thought expressed by E. H. Gary that 'there will be a normal and certain volume of business,' and that to strain this normal capacity only invites misfortune."

HOME WORK.

I'M stuck on this bread," remarked Marjorie at dinner.

"Marjorie!" reproved her mother, sharply; "you want to cut that slang out."

"That's a peach of a way to correct a child," was the father's sarcastic comment.

"Well," defended his wife, "I was only putting her wise."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

When glass manufacturers will show the trade new patterns and designs in glassware is hard to predict. In many plants new items have been designed, but have been held back at the request of the War Service Committees. That the trade will not be without a reasonable assortment of new goods some time next year is certain, but just when these will be given to the salesmen and placed in sample rooms cannot be stated at present.

So far only thirteen glassware manufacturers have indicated that they will exhibit at the Ft. Pitt hotel here in January—the smallest number in years. These will maintain an exhibit for two weeks only, beginning January 13 and closing January 25. Several have stated that this will continue to be their policy in future years. The list is as follows: Beaver Valley Glass Co., Rochester, Pa.; Bryce Bros. Co., Mt. Pleasant, Pa.; Cambridge (O.) Glass Co., Co Operative Flint Glass Co., Beaver Falls, Pa.; Diamond Glass Co., Indiana, Pa.; Economy Tumbler Co., Morgantown, W. Va ; Fenton Art Glass Co., Williamstown, W. Va.; A. H. Heisey & Co., Newark, O.; D. C. Jenkins Glass Co.: Kokomo, Ind.; Lancaster (O.) Glass Co.; McKee Glass Co., Jeannette, Pa.; H. Northwood Co , Wheeling, W. Va.; United States Glass Co.. Pittsburgh.

A decided improvement in trade is reported in the glass and china departments of Pittsburgh department stores. Serviceable items are in heaviest demand. Art pieces are not having as large sale this year as in former holiday seasons.

Those glass manufacturers who attended the Atlantic City meeting of the War Service Committees of the United States Chamber of Commerce earnestly called attention, when they returned, to the statement made in the address of Hon. Wm. C Redfield, Secretary of Commerce, who said. "If it is permitted me to urge a few words of practical advice to American industry as this juncture I would say to them: Beware of the temptation hastily to lay rash hands upon wages. Concentrate thought, purpose and effort upon output. Find and seize hold upon all science has said or can say concerning industry. There, and there alone, is security."

Glass food containers are now being shipped to packing houses in bulk cars. In former years such a method of shipping glassware was not thought of. Carriers have prepared large cards to be tacked on car doors adjuring carefulness. Some months ago a New Jersey factory shipped a bulk car of cut glass to a New York concern—the first ever loaded in this manner. Only one piece was broken, and this was while the car was being unloaded at its destination. The saving in package charges by this method is no small item.

From information in possession of some glass manufacturers, a heavy volume of export business will be soon offered. Heretofore a license or export permit was only valid for immediate shipment- To-day the export license is valid until used, and merchandise can be forwarded from factory to piers any time, and loading will be done on the first boat available. The manufacturers look for the heaviest export business in 1919 their plants ever experienced.

Common tumblers continue in heavy demand. Factories featuring these lines have a sufficient volume of business on hand to insure the steady operation of shops for months to come.

Stocks on hand are being rapidly disposed of by the Higbee Glass Co., Bridgeville, Pa. Manufacturing in this plant ceased several weeks ago. The General Electric Co. will take possession of the property within the month, and start making tubing in January. No announcement has been made as to what the Higbee interest will do with its molds.

A very fair business has been reported this season for office goods, such as inks, pen and pencil trays,

sponge-holders, and similar items. This particular line is usually more active around the holiday season than at any other time.

Orders for bar glassware are exceedingly slow. A salesman said this week that when he received an order for a barrel or two of this ware he considered it "some sale."

William E. Owen, the well-known local pottery and glassware salesman, has been spending several weeks with relatives in Cleveland.

Permits for the shipping of cars of glassware to some Eastern points are still necessary. On Western carlot shipments no permits are required. The matter of obtaining cars for loading is comparatively easy when compared with the situation a few months back.

The Owens Bottle Co., Fairmont, W. Va., has started the erection of a large package plant.

Fred C. Riggs, for a number of years assistant manager of the Colonial-Annex Hotel, and more recently occupying a similar position with the William Penn Hotel, and well known to pottery and glass salesmen, committed suicide while a patient in the Allegheny General Hospital by cutting his throat with a jackknife. He had been suffering from severe nervous troubles, and while the nurses relaxed their watch he ended his life.

Sergeant Swaney Hall, sales manager for the L. E. Smith Glass Co., is home on a ten-day furlough from camp.

A meeting of the members of the Western Glass and Pottery Association has been called for next Monday night at the Ft. Pitt Hotel for the purpose of nominating officers for the coming year.

Columbus, O. The Federal Glass Co., here, is erecting a thoroughly modern paper box factory covering a ground space of 122 x 257 feet and three stories high. The approximate cost of building and equipment will be $300,000.

Philadelphia, Pa. The glass factory and warehouses owned by Gillinder & Sons on Oxford street have been sold by the corporation to C. Sullivan for about $65,000. The property includes a two- and a three-story factory building, a four-story office and warehouse and a two- and a four-story warehouse on a lot 156 by 234 feet. This plant has been idle for years, everything in it being moved to Tacony when the business was consolidated.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 11, 1918

BORDEAUX

2	packages earthenware	C B Richards & Co
2	" "	T W Stuember
2	" glassware	F Caldwell & Co
1	" toys	American Express Co
1	" optical glass	F B Vandegrift

SANTIAGO

23	packages toys	American Express Co

SALES OF WAR SAVINGS STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Geo. Borgfeldt & Co.	2173	4599	$10,319.81
Strobel & Wilken Co			10,159.81
L. Straus & Sons	966	3277	4,949.77
Morimura Bros	440	9738	4,279.56
B. Illfelder & Co	379	7233	3,392.47
Edward Boote	444	1756	2,298.15
French China Co			2,200.00
Herman C. Kupper	351	824	1,961.00
Higgins & Seiter, Inc.	270	1760	1,790.00
U. S. Glass Co	296	1406	1,642.01
Lowenfels & Co	216	2957	1,641.00
Leo Schlesinger Co			1,513.50
F. A. O. Schwarz	166	2991	1,441.90
Empire China Works	172	2625	1,375.81
W. S. Pitcairn, Corporation			1,250.00
Lazarus & Rosenfeld	132	2720	1,228.03
J. H. Venon, Inc	225	411	1,100.00
Hugh C. Edmiston	223	110	958.09
L D Bloch & Co	66	2358	919.50
O'Gorman Pub. Co	186	375	894.24
S. Birens	200	6	826.00
H. G. McFaddin & Co	150	100	647.50
Fensterer & Ruhe	124	610	664.07
B. Strasburger	83	982	519.73
M. Propp & Co			509.75
Wallach-Behrend Co			500.00
Wm Dougherty	104	204	489.80
Benjamin Griffen	48	1125	482.41
Jas. S. Barron Co	105	177	482.13
A. J. Fondeville & Co	77	594	470.74
M. Herbert Co	9	1641	450.10
Theo. Haviland	84	345	436.55
J. Wedgwood & Sons	78	419	431.73
Baker & Bennett	100	26	424.50
H. Brand	94	114	419.61
Bryce Bros	73	400	405.17
Takito, Ogawa & Co		1610	402 50
B. Shackman & Co	53	727	401.70
Mrs. Philip J. Termini			400.00
James M. Shaw & Co	59	530	377.54

	W. S. Stamps	Thrift Stamps	Total Value
Lee B. Lok	87		$364.05
Morris Sendar	125	275	593.75
Gudeman & Co.			350.00
Edward B. Dickinson	38	558	314.98
C. H. & E. S. Goldberg	62	211	306.70
Frank & Danziger, Inc.			299.71
Calumet Mfg. Co.	46	342	276.85
Manhattan Enamel WareCo			275.00
Pairpoint Corporation	20	687	271.75
E. I. Horsman Co	32	386	228.50
Fostoria Glass Co.	44	171	225.28
C. Dorflinger & Sons	39	238	222.74
Wm. H. Plummer & Co.	39	224	219.25
S. Kerwayama & Co	50		210.00
Vogt & Dose	20	486	205.90
Le Roy T. Pease	30	280	194.62
John Simmons & Co.	27	288	184.05
Chas. M. Levy	20	400	183.50
Handel Co	41	36	175.00
M. & M. Bloom		662	165.50
G. W. Wineberg	37		154.29
Paul A. Straub & Co.	20	285	151.25
John L. Garvey	17	307	147.81
Rowland & Marsellus Co.	24	110	127.58
Edw. D. Soule		431	107.75
George H. Kamoi		431	107.75
Ko Kozai	14	150	107.50
Henry Birn & Sons	20	90	106.90
Ed. Williamson	14	230	103.50
Rich & Fisher	10	236	100.90
Maddock & Miller			79.60
Max Rikelman		300	75.00
Samuel Zuckerman			70.00
M. Wetzel			68.75
The Owens-Kreiser Co.	9	100	62.61
Meakin & Ridgway		220	55.00
Bissell Carpet Sweeper Co.	9	60	52.35
C. Marcus	7	80	49.15
K. J. Okajima		193	48.25
Steinfeld Bros.	9	35	46.10
Wimelbacher & Rice	8	42	43.70
Barney Scher		120	30.00
Strauss Toy Shops	3	60	30.00
S. Alpert	7		29.26
Evans Gift Shop	3	50	25.01
Thos. B. Adams	2	45	19.57
Samuel Schorr		64	16.00
Tashjian Bros		45	11.25

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

TO SUBLET.

FIFTH AVENUE BUILDING.—Very desirable small office about 510 square feet, especially adapted for showroom. Located in crockery and glass trade district. Lessees forced to vacate owing to association with other concern. If interested, communicate with the ORIENTAL COMMERCIAL Co., Ltd., 2 Rector Street, New York.

HELP WANTED.

WANTED—An A No. 1 stockman, also a general office utility man, also good head packer. Must be thoroughly experienced in crockery, glass, housefurnishings, hardware, notions, etc. Large, old-established Texas jobbing house. Advise salary expected to start, and give full information first letter. Good future. Write CHINA PALACE COMPNAY, El Paso, Texas.

WANTED—Traveling salesmen to sell line of fancy china, cut glass and dinnerware for an old-established house. Give references, territory covered and salary expected. Replies will be treated confidentially. Address A 188, this office.

SALESMAN WANTED—By a well-established hotel china manufactory, for the Middle West. State experience and salary expected. Address A 189, this office.

SITUATIONS WANTED.

ENGLISHMAN of position and experience is open to accept post as buyer in England (or the Continent of Europe) for a good American crockery house. Address CERAMIC, this office.

BUSINESS OPPORTUNITIES.

LET us estimate on your wants in decorated glass, china or other material, using your own material if desired. Exclusive designs. Artistic workmanship at reasonable prices. F. C. ALLABACH Co., 2833 Frankford Ave., Philadelphia, Pa.

WANTED—By a wideawake agent, with his own wareroom in New York, a line of lighting glassware. Any factory wanting an outlet and can make shipments can be sure of orders. Address A 187, this office.

SOLE AGENCIES WANTED FOR GREAT BRITAIN FOR ALL KINDS OF PRESSED GLASS, ALL KINDS OF TUMBLERS, GAS CHIMNEYS, BOTTLES, ETC. PAYMENT AGAINST SHIPPING DOCUMENTS IN NEW YORK. ADVERTISERS ARE THE LEADING IMPORTING HOUSE, AND CAN GUARANTEE LARGE TURNOVER. FULL PARTICULARS AND CATALOGUES, ETC., TO MAX EMANUEL & CO., 4½ SHOE LANE, LONDON, E. C. 4, ENGLAND.

FOR SALE.

TWO-KILN pottery, North Newark, N. J., one hour trucking distance from New York market. Fully equipped for the manufacture of general ware. Ready for immediate work. Plenty of help in the vicinity. Newly built a year ago. Best Crossley machinery. Has large decorating room, with two up-to-date decorating kilns. Plenty of ground for enlargement, 400 feet on Erie R. R. For further particulars address A 185, this office.

FOR SALE—Large and small kilns suitable for burning-in purposes and especially for experimental work. The sizes are 38 x 28 x 24 inches with a clear of 24 inches, and 32 x 36 x 24 inches all clear. Low price to quick buyer. Address HOWARD GLASS WORKS, 104 Chambers Street, New York.

SIDNEY N. SCHARFF & CO. MANUFACTURERS' AGENT ST. LOUIS

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO.,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo

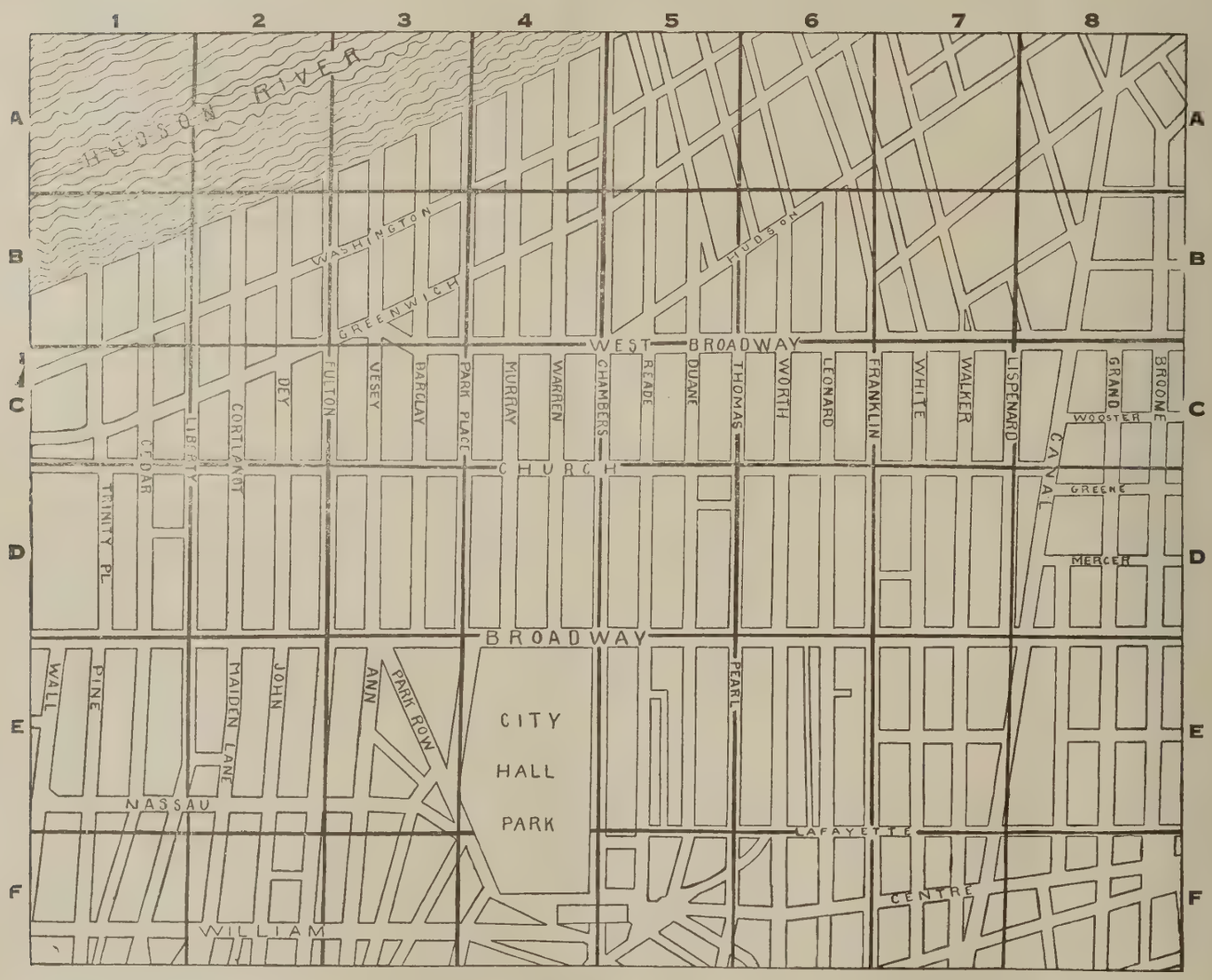
SEARS, ROEBUCK & CO.'S GERMAN GOODS.

IN response to inquiries relative to the disposition of merchandise bought by Sears, Roebuck & Co., Chicago, in Austria and Germany, the company has sent the following circular letter to the trade:

"We take this opportunity to explain that it was bought and paid for in the spring of 1915, two years before we entered the war. When notified of its release by the War Board our first thought was to sell it under the auspices of the American Red Cross, the proceeds of the sale to be donated to that organization. However, the rules of the Red Cross will not permit them to be concerned in sales of merchandise of any sort. Thousands of requests have been received by them for permission to conduct sales of every description under their auspices, and were the Red Cross to grant them their organization would be continually involved in special sales all over the country. We believe their attitude is entirely right and proper.

"Accordingly, we have left this merchandise in the custody of the United States Government, and will be glad to co-operate with the Government in regard to its proper disposal We believe the war record of Sears, Roebuck & Co., its officers and employees speaks for itself. We will continue in whole-hearted, patriotic co-operation with our Government, and you need have no fear that Sears, Roebuck & Co. will do anything but what is right and American."

Locations of Firms in the Downtown District.



Bassett, G. F. & Co., 72-74 Park Place.... B 3
Bernardaud, L., & Co., 46 Murray St..... C 4
Bonita Art Co., 50 Park Place ..... C 3

Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4

riedlaender, Oscar C., 40 Murray St..... C 4

Goetz, O., 43 Murray St..... C 4

Honesdale Decorating Co., 36 Murray St. C 4

Kupper, Herman C., 52 Murray St..... C 4

Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 4

Redon, M., 25 W. B'way..... C 3
Roessler & Hasslacher, 100 William St... F 2

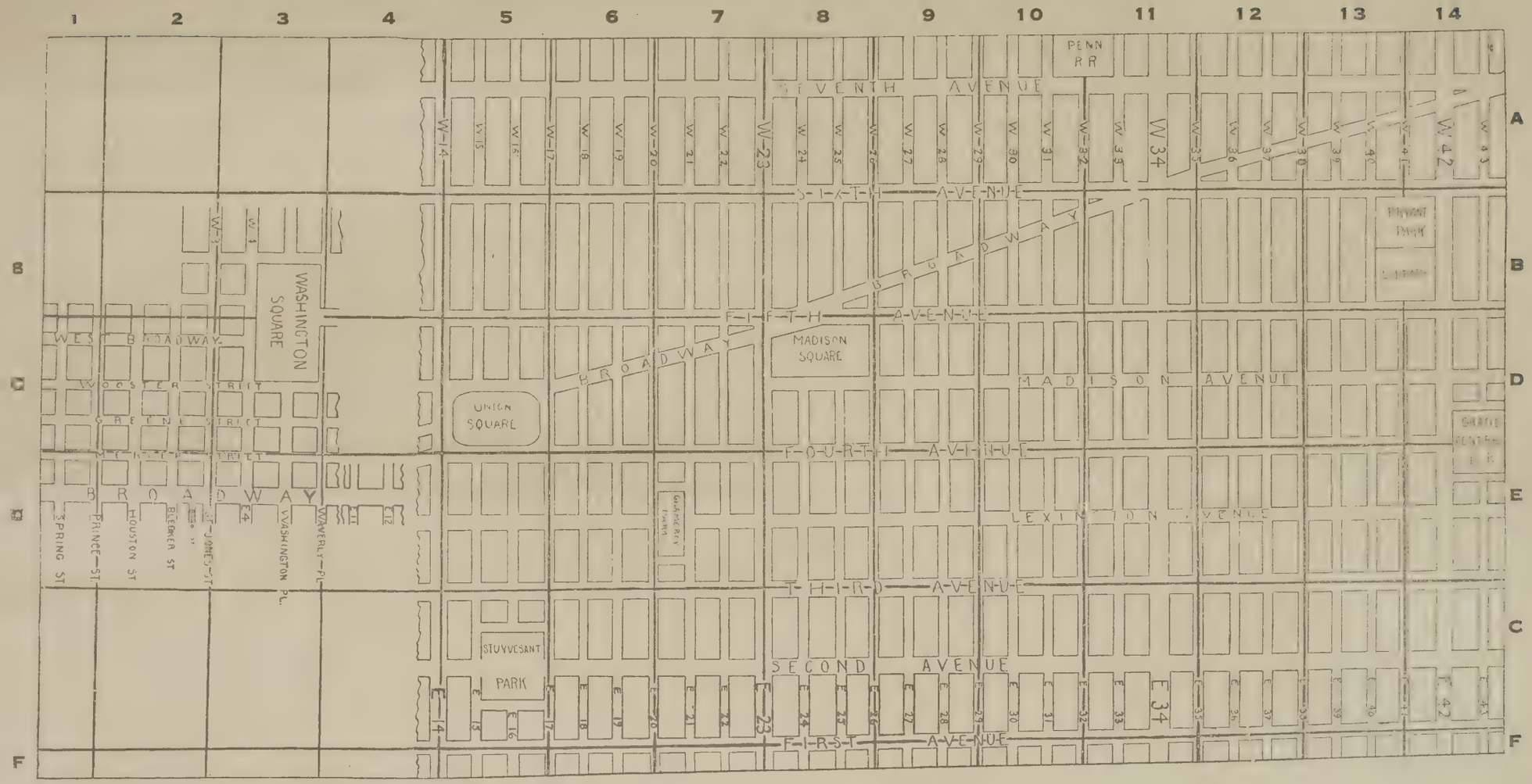
Straus, L., & Sons, 42-46 Warren St..... C 4

Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... C 3

Vogt & Dose, 65 Barclay St..... B 3

Williamsburgh Flint Glass Co. 96 Park Pl. A 3

Locations of Firms in the Uptown District.



American Import Co., 220 Fourth ave.....C-6

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bleeh, L. D., & Co., 153 Fifth ave..... C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Benedikt, H., 7 W. 22d.....B-7

Cox & Lafferty, 1140-1146 Broadway..... B-9
Cambridge Glass Co., 49 W. Twenty.third..B-8

ela Croix, C. J., 19 Madison ave..... ....C-8

East Liverpool Potteries Co., 139 Fifth ave.C-7

Fry, H. C., Glass Co., 200 Fifth ave..... .B-8
Fondeville, A. J., & Co., 85 Fifth ave.....C-5
Fostoria Glass Co., 141 Fifth ave.....C-7

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave... ....B-8
Gredelue, A., 129-131 Fifth ave..... ....C-6
Guerin, Wm., & Co , 43-47 W 23d.....B-8
Guernseyware. 16 W 23d..... .....B-7

Haviland & Co., 11 E 36th..... C-12
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CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 19, 1918.

CONDITION OF TRADE.

New York Retail trade in all lines has been something wonderful for the past week, and naturally the crockery and glass stores have had a full share. As the future of the wholesale trade depends on what the retailers do, the showing is viewed with the utmost cheerfulness. The trade this year has been curtailed by shortage of goods. With the coming year there are hopes that a better supply will be available. With the big Christmas trade now in progress there will be such a dearth in the retail stores that the demand on the wholesalers next year will be greater than ever. The hoped-for increase in supply will not be very large for weeks to come, and then it will be gradual. Not a great deal may be expected until early spring. A factor working against production in American factories last year was lack of fuel. Owing to the mild weather so far this winter, as compared with zero temperature and snow last year, there is a good supply of gas, and much more coal is available. The man power has also been increased a little, and owing to the mild weather the operatives have been able to work to better advantage.

The importation of English goods has fallen off a little during the month; but probably only temporarily. Not much of an increase can be looked for from England next year. The demobilization of the English army is in the dim distance, so it will be a long time before the potters in it get back to work; and as casualties in the division in which the potters served have been very heavy, many will never return. Another thing: America has been getting a large proportion of England's pottery output because of the lack of shipping to send goods to her colonies and to South America. Now England will naturally want to supply her other markets; so if the importers here get as much as they have been receiving they will be lucky.

A much better supply may be expected from France in the near future. Lack of fuel has been the great drawback to the French potteries. Shipping facilities will soon be improved, and there will be better railroad communication between the manufacturing centres and seaports. Throughout the war the railroads from Limoges have been given over to army requirements, and it was almost impossible to get merchandise to the coast.

With plenty of fuel and more workers coming in slowly, but surely, and with the bar goods branch practically eliminated, a better supply of other kinds of glassware will be in sight after the new year. The demand, however, will be greater. Export trade is increasing, and while the output may be larger there will still be a shortage.

Retail trade outside of New York has been just as good as here. Reports from all the large cities where heretofore complaints have been made are that business is booming—in fact, trade is fine all over the country. The department stores here have been so crowded that the congestion interfered with selling—although this very condition decided many a wavering buyer, who, seeing how quickly goods were taken, feared being left

and so took articles often without regard to price, design or quality. Another gratifying feature is that high-priced goods have sold better this week than for months.

he demand for crockery and glass next year will e enormous. High prices will prevail, and the buyer who waits for lower figures will find himself among the owing ones.

Pittsburgh and Vicinity

Only a small amount of new business is now being booked by the glass plants. The small buyer is playing a waiting game. The big es are going ahead, however, some large jobbing interests having already placed first-quarter delivery business, for they know that present prices are going to be maintained. There has been little, if any, improvement in labor conditions. Men are sadly needed. Transportation facilities are showing a decided improvement, and merchandise can now be forwarded promptly.

THE ENCHANTED DOOR KNOB.

"ALADDIN and the Wonderful Lamp," "Sinbad the Sailor," "Ali Baba and the Forty Thieves." Who has not heard of them? And scores of other stories from "The Arabian Nights Entertainment? Ask y grandmother of eighty years! Ask any child of four or five! Ask yourself!

You know them all, and the fascinating thrill with which you heard them for the first time. And so deeply were you impressed that they will never fade from your memory. Wonderful stories and fascinating because they skillfully interpret a universal wish of humanity for something that cannot happen in real life.

But very few of us ever think of the Arabian Days ushered in every morning with the sunrise—days the authors of the "Arabian Nights" could never have imagined.

Up in the foothills of a great western mountain range is a little cottage similar to those you see in New Jersey or on Long Island. Just a neat bungalow with a garden back of it and old-fashioned flowers abloom in the front. Nothing unusual about it except the knob of the front door. This is made of gold—dull, soft gold. And just under it on a copper plate are these words: "Don't steal me!—turn me and go in. My owner will tell you about me."

If you go in, very likely you will meet a slender old man dressed in Scotch tweeds and a red woollen sweater. He is rather slight and his face is smooth-shaven. He has clear grey eyes that seem never to cease smiling. And although he is over ninety he gives you the impression of one possessed of youth and the vitality of mature manhood.

If you ask him he'll tell you an Arabian Days story. And you will ask because of his strange door knob. He'll tell you how he wandered for over forty years in the mountains hunting for a rich gold mine, and then one day came back to his little hut and discovered in his own yard by the merest accident one of the richest veins in the history of gold. The first few ounces of gold he took out went to make the knob which now adorns the door of his modern bungalow.

It isn't a whimsical idea, either, this gold knob. The old man wants people, especially young men, to ask him about it. Then he can tell them not to waste the best years of life hunting for opportunity. But to use the enthusiasm of youth to make opportunity right out of present surroundings.

This kindly old man has always regretted the forty years he wasted, although he has money enough to last him twenty lifetimes. He has learned that achievement counts most—not mere dollars.

The old man of the gold knob was a Forty-niner, and he will probably live just long enough to see another kind of golden era dawn—the business reconstruction period of the United States. He will see young men get their start in life by saving and thrift. Some of them will put their nest-eggs into War Savings Stamps. A start is all that is needed. And just now every cent spent for Government investments will help the Government in after-the-war reconstruction.

Read the "Arabian Nights," but live and work in the Arabian Days. To-morrow will be one; to-day is a very good one.

DIED FOR HIS COUNTRY.

SERGT. GEO. A. CASEY, of Cold Spring, N. Y., who was bookkeeper for C. Dorflinger & Sons up to the time of his enlistment, died in France Oct 15 from wounds received a week earlier.

CHILD LABOR LAW.

THE anti-child labor amendment to the revenue bill was adopted by the Senate on the 17th. It imposes a tax of ten per cent on the entire net profits of any establishment employing children under the age of fourteen, or between the ages of fourteen and sixteen who are permitted to work more than eight hours in any day or more than six days in any week or after 7 p.m. or before 6 a.m. It does not prohibit their employment, but it is expected that the tax will act as a deterrent.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Buyers who have cancelled orders with the idea that lower prices may prevail in January will regret it. There is not one chance in a thousand of a reduction, for reasons stated over and over again. The manufacturers who have received such instructions are not complaining stating that any order that is cancelled gives them the opportunity to ship others in quicker time.

* *

New York and Pittsburgh financial interests will, from present indications, operate a boat line between Pittsburgh and Memphis, Tenn., early in the year. Three boats for this purpose are reported having been purchased. Such transportation facilities will be welcomed by many Southern pottery and glass buyers.

* *

Two of the most noted improvements in the pottery industry during the past year were the erection of modern stove rooms in many plants and the improvement of the sagger-making machine, which is now being installed in several local potteries. By reason of the former it is possible to reduce help in the clay departments, and through the use of the sagger machine production is increased with a less number of hands employed.

* *

Only one additional kiln was erected here during the past year. This was at the plant of the Smith-Phillips China Co. In outside territory several additional kilns were placed in operation, but owing to the shortage of labor there was no increase in the volume of production.

* *

Within the past few weeks there has been a decided falling off in the demand for hotel ware. This, of course, is due solely to the ending of the war. There is hardly a pottery in the country that did not start in to make this class of goods. Now they will have to eliminate the line.

* *

Fewer pottery salesmen were on the road during the past year than ever before. In fact, a number of concerns had no traveling salesmen at all, and give no indication when they will employ any. They say that their mail business already on hand is sufficient to insure steady operations for months to come.

* *

The Guernsey Earthenware Co. plans to increase its output of hotel china at a very early date. An intermediate line has been made for some time, and extensions to the production are now under consideration.

* *

One outlet for pottery was all but closed during the past year—the demand for scheme or premium goods. The high prices necessitated by war conditions caused many concerns formerly interested in such lines to abandon the business.

* *

That there will be a greater demand for dinnerware during the coming year is the general belief. During the past two years the demand could not be supplied, and now the war is over there is bound to be more buying than heretofore.

* *

Stocks of dinnerware in the hands of some of the larger jobbing interests, bought at prevailing prices, are reasonably large. A sudden decline in manufacturing rates would of necessity cause them considerable loss. There is, however, little likelihood of this. On the contrary, there is every indication that the market will be decidedly firm for many months to come,

* *

Charles Israel, Western salesman for the Carrollton Pottery Co., has left for Philadelphia to spend the holiday season with his family.

* *

The ending of the war should make an active trade in souvenir plaques next year.

* *

The Edwin M. Knowles China Co. will not exhibit its lines at the Ft. Pitt Hotel, Pittsburgh, in January, as has been the custom in former years. Special ar-

rangements have been made to care for the visiting trade at the factory sample rooms.

William Pope, formerly of the Pope-Gosser China Co., but now with the Guernsey Earthenware Co., has been spending several days here.

THE RECONSTRUCTION PERIOD.

IN an address before the National Glass Distributers' Association at Pittsburgh last week, C. J. Gundlach, of the Mississippi Glass Co., said:

"About five months ago at Atlantic City I had the pleasure of addressing many of you who are here to-day. Since then the armistice has been signed, which means peace. The union of men which this war re-established and cemented was never so strong and glorious. Its sacred bonds have now been welded, not merely by the mutual pledge of devotion, but by the fire of heroic service, side by side, under the stars and stripes, on a distant soil for the noble cause of humanity and civilization, and they never before bound up so much of national pride and hope and high aspiration. We are one to-day in loyalty, in conviction, and in patriotic purpose. We opened a new chapter of history, we have entered upon such new and mighty questions, that we can hardly realize what we have accomplished. America's new star of hope and promise means a new giant among the world powers. We should have been false to humanity and recreant to civilization had we failed to stretch forth our saving arm. As an invisible ally we have taken the lead. It is the greatest event of modern history. Modern civilization has not failed and it is most astonishing and overwhelming in its success. Our President and Peace Commissioners are over there with the promise of peace and progress, of trade and commerce, of enlightenment and prosperity, and does any man doubt that American influence will be beneficial and elevating? The American people have never shrunk from the obligations which have come to them in the unparalleled advance of the Republic. There have been doubters and opponents at every stage, but the nation has moved steadily onward. Let us turn aside here to speak of him who made all this possible—The American Soldier of the great war! The soldier who made the rounds of watching, and war. Pause for a moment amid all that dazzles about you, and study that mighty figure, not any one man, but the type of them all, 'The American Soldier.'

"Peace among nations should also mean peace on our farms, in our industrials, and in our greater activities. 'Peace showers the blessings of prosperity, of education, of a progressive civilization, and such a nation is here building up as never before was builded in all the annals of time.' I am of the opinion if we are to hold our own in the struggle of commercial supremacy, we must build up a great navy and merchant marine, as a fundamental proposition, and thereby grasp the points of vantage which enable us to have our say in deciding the destiny of the ocean. Our exports, rising to gigantic figures, show the dependence of the world upon us for food, raw materials, and the entrance of the product of our factories into the markets of Europe. Germany and Austria-Hungary have been literally worn threadbare in all lines. They have helped themselves along with a multitude of substitutes. They are badly in need of raw materials, cotton, copper, steel, agricultural implements, and a thousand other things. They must start in making everything fresh from the clothespin to the automobile.

"Belgium and Northern France were great industrial centers. Much of this to-day is in ruins, and it will take years to put them back where they were prior to 1914. When you destroy such great industrial districts, with many of the workers killed or disabled for life, and the balance scattered, it means a long time before resumption of industry. We should increase the foreign trade on which the preservation of our prosperity may depend.

"We are accustomed in the United States to great industrial changes; we are familiar with rapid progress moving at lightning speed; we have ceased to be astonished at marvels of invention or at extraordinary development, therefore let us face squarely and constructively the reconstruction period which is confronting us. We will make a plan out of chaos if every American will constitute himself a member of the Co-operative Society and show the world that our growing people, destined by Providence, can take a hand in the affairs of mankind. The hour of confidence in our national government, and of faith in the ultimate intelligence and honesty of human nature, it is by that token the hour of gathering strength at home and abroad. Opportunity is not what may come to us to-morrow, but what we make out of to-day.

"The labor question presents an intricate problem in which we are all concerned. I say let us face the problem and see if industry and labor can get together and solve this problem amicably. Labor must be reasonable so that industry can compete in the world markets. The labor situation will have a great bearing on the commodity market and it is most important that labor and capital are guided by unified action so that the period of transition will be gradual. 'Babson' recently said, 'Shall we all voluntarily give up something, or shall we all run the risk of losing everything?' During 1919 several million men in our army, navy and munition plants return to civil life and must be absorbed by industry and the farmer. Industrials and transportation will require a great many to make up the shortage of the past year, and as to the farmer, with the big demand for foodstuff, he should use every available acre of land to raise necessities of life, which will give employment to thousands of our boys who now love outdoor work. We all realize the great scarcity of food existing throughout Europe, which will take several years to restore to normal conditions.

The United States will be called upon for all the surplus she can furnish.

"The transportation systems in the hands of private management, under a sane Federal control, would be the most effective method of developing the railroads of this country. We need greater facility to take care of the growing commerce of this country. If promptly solved the railroads' purchasing powers would mean a great deal to the prosperity of our country.

"In a recent interview in New York, a bank president of a savings bank stated: 'During the last few months the financial situation has cleared perceptibly, and they were running ahead at the rate of about fifty thousand dollars a day, which is a most healthy sign and means that funds can be released to finance realty operations. Also that there was a large demand for money to erect new buildings of all classes. This demand is natural and is the result of the stoppage of new construction work during the war.' It has often been said that New York City is overbuilt. This very banker stated that 98 per cent of buildings of all classes are occupied, which is a higher percentage than has been maintained in New York for many years. New York City is not overbuilt and you will find builders and investors encouraged since there is a true demand for new space. This is also true of many large centers throughout our growing country.

"I have carefully gone over F. W. Dodge Co.'s recent report, 'Contemplated Construction,' showing figures obtained fro ma canvass of about four hundred architects' offices in New England, the Middle Atlantic States, and the Middle West. Very nearly five hundred millions of dollars building projects are in sight, which confirms the opinion that the entire country is not overbuilt and we can look forward to a good demand for glass. Of course this cannot be expected within thirty or sixty days. It will come gradually as the work progresses, and if we all exercise a little patience and wait for developments, I think we will be well repaid if we uphold a strong and firm market in view of the stocks in the manufacturers' hands being below normal and no heavy stocks in jobbers' warehouses.

"Flat glass of every description, bearing in mind the high cost of labor and raw materials, also the enforced curtailment during the coming winter months on account of fuel shortage, is not on an inflated basis. Manufacturers will curtail to take care of the requirements of the trade and not let the supply exceed the demand. As for our own company, we closed down one of our plants a week ago owing to shortage of gas and labor, which means a 25 per cent less production, and will curtail further if necessary during the readjustment period confronting us. I am of the opinion big demands will soon come from foreign countries; we have had many inquiries and every effort should be made to create bigger and better marketing opportunities. We recently received a letter from abroad which referred to the great shortage of all styles of glass. The prices are from 20 per cent to 50 per cent higher than our prevailing figures here. The demand for all styles of glass for reconstruction work over there will be, in my estimation, so large that it will be astounding to all of us.

"Gentlemen, as I sum up the future I see many stabilizing influences and new opportunities to justify a spirit of optimism."

THE POTTERIES IN THE WAR AREA.

The condition of the factories in the war area occupied by the Germans must be very pitiable. It is most unfortunate that the earthenware and tile factories in France are in many cases near to the frontier. They are situated very often quite close to the Belgian or Luxemburg boundaries. For this choice of position there are, of course, sufficient reasons. The fine canal system, the relative proximity to the great ports Antwerp, Rotterdam, and Dunkirk, the nearness of the coal beds—these are reasons that at once suggest themselves. But to continue. Starting at the coast, what do you find? You have a small factory of majolica and fancy goods at Boulogne, a number of tile factories a little further inland at Desvies, then an important factory at Lille, two at Orchies, several at St. Amand, Hamage, and Onnaing; also some important places further on at Longwy, Luneville, Peronne, and Badonvillers. All these places were either actually occupied by the enemy or within range of his guns, says the London Pottery Gazette. Happily, the largest of the French factories has been well out of reach of the enemy in the neighbourhood of Paray le Monial, but above a third—possibly half—the people employed in France in the manufacture of earthenware have seen their factories overrun, destroyed and pillaged by the enemy.

In the very first weeks of the war an account was published of fighting in and around the factory at Badonvillers. It is noticeable that in '70 one of the first men killed in the war was shot in the yard of a pottery at Gersweiler, near to Saarbruecken, a pottery long since abandoned as a pottery, and eventually transformed into a brush-making factory.

But, returning to the coast, it is fairly certain that the factories at Boulogne and Desvies have escaped damage. The Hun was never within their gates.

At Lille, we fear, the fine pottery there will have suffered very heavily. This factory, the property of Mr. Debryn and family, was an important concern at Fives, in the suburb of Lille. Several hundred men were employed in the production largely of colored glazed articles for their home trade; an export trade was also done, some of it to England. Skirting along the Belgian frontier, the next point was the old town of Orchies.

In the middle ages Orchies, and, indeed, all this land, was part of Flanders, and was included in the Empire, as the Holy Roman Empire was called. It was under Flemish and Spanish governors. Even now—or, at any rate, before the war—houses were pointed out by the towns-

men as "Spanish houses," though there was nothing strikingly Spanish about them. Probably the name meant that they were built during the Spanish occupation. Here Mr. L'Hermine had founded a pottery for the production of white earthenware. This had steadily grown, until before the war it had become a large and well-equipped concern. A short distance away the same gentleman had erected a tile works; it is probable that both these factories have suffered heavily.

The railway from Lille to Valenciennes, running about parallel with the Belgian frontier, after leaving Orchies, runs through flat and fruitful country to St. Amand.

This old town possesses a ruin of some interest. It is the old Abbaye; a lofty dome-covered tower and some walls are pretty much all that is left of the Abbey. The architecture is of a style overloaded with ornament, and belonging probably to the sixteenth or seventeenth centuries. Here the canal and railway nearly touch, and several potteries have ben established, taking advantage of this.

The old Faiencene de St. Amand, Messrs. Lebayr & Bouchet, the Société Amandinoise, and another factory, chiefly engaged in making colored glazed goods, are situated at St. Amand, and are all of them large, well-built, and well-equipped concerns, abreast of the latest improvements and labor-saving devices.

Off the line Lille-Valenciennes is the factory Hamage Marchiennes. This is the property of the Faiencene de St. Amand. In Valenciennes town there is no pottery. It is hoped that this fine old town, with its many relics of the past, has not suffered as so many towns have done. The façade of the old Town Hall is very interesting, and is a fine piece of architecture.

From Valenciennes, continuing along the frontier, the next pottery in the war zone is the famous factory at Longwy. This place, renowned for its excellent majolica ware, is right in the track from Luxemburg to France, the works being just at the foot of the hill on which the ancient stronghold of Longwy stands. This was one of the first places entered by Huns, as it is close to the great Briey ironfield, so greedily sought after by the enemy. The factory was old, but well provided, principally belonging to the family of which Baron d'Huart was the head. Some of the finest colored glazed work done in France has been done in the factory.

Toul escaped the fall of Longwy and Laon; here for many years there was a factory which, there is reason to believe, closed some time before the outbreak of the war.

The beautiful town of Nancy, the chief town of French Lorraine, which today in its beautiful Place Stanilas bears witness to the presence there of the last King of Poland, and Duke of Lorraine, had no earthenware factory, though at one time it was distinguished by the kindred production of artistic glass by Mr. Galle. Nancy has suffered from aerial attacks. Luneville, a few miles away, was the Versailles of Nancy during the time of King Stanislaus. The castle and park in their style and character are strong evidence of the influence of the Grand Monarque. The chateau—now a barracks—and park, with its beautiful wood, a lovely resting-place in summer for the old folks and children, is not far from the great earthenware factory of Keller & Guerin, one of the largest concerns in France. The works at Luneville are amongst the largest in France, and produce an excellent ware. As stated, there is no reason to suppose much damage has been done.

Up in the outlying spurs of the hills a little branch line runs to Peronne and Badonvillers. Here, close together—say a mile-and-a-half apart—are a couple of factories, distinguished for the cheapness of the ware produced. Here was one of the few places on the French frontier where relics of the war of '70 were in evidence, the pillars of the entrance gates to the country having old shells as capitals.

These factories, it is to be feared, will have suffered heavily, though not to the extent the St. Amand-Orchies factories are likely to have suffered. If—as there is only too much reason to fear—the Huns have followed their usual practice of destroying what they could not remove, and stealing what they could, a very large proportion of the French potteries must have been destroyed. In the frightful loss and waste of the war the pottery industry in France, whilst it has suffered probably as much as any, save the soft goods industries around Lille and Rouen, is really an almost unconsidered item, but it is hoped that on the day of settlement the German people will learn that if they submit to a Government that does such things, in the end the bill will be sent to them. And the French potters may rest assured that they have the sympathy of their British Allies, who have dwelt so secure at home behind our guardian Navy.

ANOTHER NAME DECIDED UPON.

IN our last issue appeared a notice of the consolidation of Takito, Ogawa & Co. and the Tajimi Co., under the name of The Nippon Co. It has since been decided to change the title to The Taiyo Trading Co., Inc., to avoid the possibility of confusion with other importing firms who use the name Nippon.

HOTEL MEN'S SHOW.

THE exposition of the hotel men is a great success and has attracted much attention. The crockery trade was represented by the Guernsey Earthenware Co., Onondaga Pottery Co., Mitchell, Woodbury Co., James M. Shaw, L. Barth & Sons and W. S. Ensign, Val St. Lambert glass was featured by three exhibitors.

THE STORY OF A BUSY LIFE.

AUTOBIOGRAPHY OF W. J. OWEN.

I WAS born at Poughkeepsie, N. Y., Sept. 12, 1854, where my father and a Mr. Hamersley operated a stoneware pottery. My father sold out and went to Bennington, Vt., where he built another stoneware pottery, and failed. He started for East Liverpool, O., by way of Cleveland to Wellsville, and finished his journey by steamboat, as there were no railroads to East Liverpool. That was in the year 1857. He secured a position with Geo. S. Harker, making nappies and pie plates in yellow ware. There was no white ware made in East Liverpool at that time, except a small line of hard-fired hotel cups and saucers made by Wm. Bloor. In that same year my father went to work for a Mr. Elveisan at Glassco, Pa., near East Liverpool. It was a one-kiln yellow ware plant. He worked three months, and received a cow for his wages. He then quit and went back to the Harker Pottery, remaining there until his death, in 1862, leaving my mother with five children to support.

I was ten years old then, and secured a position at the Croxall Pottery on Second street, East Liverpool, carrying molds, for fifty cents a week. After working two weeks Mr. Cartwright paid me with a whole cheese. I carried it home very well pleased. Mother asked me how I managed to get it home. I informed her that I carried it. She said that if I had put it on the ground it would have walked, as it was inhabited. This was in war times. Very little money was in circulation, and most all work was paid for in merchandise.

My next job was at the Salt Pottery, driving a horse for a clay maker. It was a soft job, riding on a pole and keeping the horse going. For that I received seventy-five cents per week. This did not last long, as the pottery sold out.

In 1864 I went to work for James William Vodrey. My duties were sifting slip and doing any kind of work in the slip house or shed out in the open. When I was not busy I did odd work, such as mixing plaster for Mr. Bullock, or anything there was to be done.

My next job was with Mr. Yaman, at the Knowles & Harvey pottery, now the Knowles, Taylor & Knowles Co. At that time they had two kilns and manufactured fruit jars, yellow bowls, nappies and pie plates. Homer Knowles was going to school at that time, and John N. Taylor was a kiln-drawer for Isaac Knowles. The factory was operated by horse power. Isaac Knowles and Timothy Rigby were experimenting with porcelain, or W. G. ware, and when Homer Knowles and J. N. Taylor went into the concern it commenced to grow.

About this time the Blakeley, Santa Anna, Webster, and Burgess plants went out of business, and the Harker, Brunt, Baggott, Croxall, Cartwright, Vodrey, West & Hardwick, Union, Agnew, Foutts, Foste Rowley, John Goodwin, Morley & Goodwin, C. C Thompson and Manley & Cartwright plants were al manufacturing Rockingham and yellow ware.

I left the Knowles & Harvey pottery and went with Mr. Vickis to learn to make Parian ware at the West & Hardwick pottery. Mr. Vickis was taken sick and died, and I went with Manley & Cartwright to learn the pressing trade, working with them for eight years, when I went to Rock Island to work for Captain Haverstick, who had a small art pottery there. This was in 1874. I left Rock Island and went to Cincinnati, working for Geo. Scott & Son, manufacturing W. G., Rockingham and yellow ware. Then I returned to Liverpool to my old position with Manley & Cartwright. (A portrait and sketch of the life of Mr. Manley is printed in another part of this issue.)

My next move was to the East Palestine Pottery Co. in 1883. Robert Ashbaugh, William Worth, Tonas & Zeb. Heisey, Mr. Harrison, Geo. Sebring and myself composed the company. Geo. Sebring did not have the money to spare, and I loaned him the amount necessary to join us. We ran the factory for twelve months, lost $260 each, and Geo. Sebring got out of the company. It was reorganized, run a few years, and then burned down.

I then went to Zanesville to manage the plant of the J. B. Owens Pottery Co. From there I went to the Radford Pottery Co., Clarksburg, West Va., and am now with the Potters' Co-operative Co., East Liverpool.

WESTERN SALESMEN'S ASSOCIATION NOMINATES OFFICERS.

AT a meeting of the Western Glass and Pottery Association, held in the Fort Pitt Hotel, Pittsburgh, on Monday night, the following were nominated for officers and directors for 1919:

President, C. Nick Muessig; first vice-president, J. H. Harris; second, Francis I. Simmers; third, Robt. G. West; fourth, Ira M. Clarke; secretary, Watson W. Lang; treasurer, Frank M. Milliken.

Directors (four to elect)—William J. Owens, Marion G. Bryce, James M. Lewis, H. L. Dixon, H. P. Knoblock, H. W. Gauding, Chas. S. Ellis, Hugh J. Brennen.

Territorial vice-presidents (one to elect from each city)—Harry B. Whitney, New York; Harry H. Lewis, Merton A. Lovell, Boston; Cecil E. Taylor, Philadelphia; W. R. Andrews, A. W. Boggs, Chicago; Chas. H. Lang, Cleveland; Thos. H. Lohr, St. Louis; Ben F. Feldner, Zanesville.

It was decided, now that the war is over, to again have the annual dinner dance. This will be given at the Fort Pitt Hotel, Pittsburgh, on Mondav, January

20, 1919, the following committee being appointed to arrange for it: Robt. G. West, J. H. Harris, Wm. C. Lynch, Marion G. Bryce and Albert Binswanger.

Changes proposed in by-laws, to be submitted to vote of the members:

Art. IX., Sec. 1—Changing the day of annual meeting from second Friday to third Monday in January. Instead of a meeting to nominate officers, the president is to appoint a committee of three members to nominate such officers.

Art. IX., Sec. 2—Instead of stated meetings of the Board of Management, meetings shall only be held on call of the president.

AT CHICAGO.

THE managers of the various china, glass and housefurnishings departments of the stores are struggling with a big holiday rush, which they are forced to meet with diminished, badly-balanced stocks. The buyers will hardly know where they stand until they take stock after the first of the year; but they are certain that they will need goods.

* *

The factory salesmen are doing little at the present time except to close up the odds and ends of the year's business and get ready for the buying season after the first of the year.

* *

One of the most pleasing new angles of the trade is the demand for ornaments and fancy merchandise as well as practical, staple articles. During the past year there was a very weak market for fancy goods.

* *

Cut glass manufacturers say they have noticed a great difference since the end of the war. The difference has not been in the feeling alone. Large orders have actually been placed. The demand is chiefly for a good quality of cut glass; and here the manufacturers are still having trouble. The blank manufacturers seem unable to get uniformity in the metal, which is due in large measure to the fact that the standard of the raw materials has been lowered, and also in part to the fact that the efficiency of labor has decreased immensely at the glass factories during the war. However, the local cutters are hopeful that this condition will improve in the months to come.

* *

J. E. Boring, Chicago representative of the Crooksville (O.) Cnina Co. will leave In a few days to visit the factory.

* *

Walter O. Minnemeyer has gone to visit his plantation in Mississippi, and will remain there until a few days before Christmas, when he will return to the city.

* *

The shortening of the Pittsburgh china and glass exposition to two weeks is favorably regarded by Chicago buyers who plan to visit the exhibits, as the briefer period will give them a better opportunity to visit New York and the import markets, as well as the glass factories and potteries.

* *

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, paid a visit to the city during the week. Mr. Arnstein will not visit the Eastern pottery and glass districts until after the first of the year.

* *

More than $1,000.000 will be given to employees by Chicago firms this Christmas, The gifts will take various form, but usually about two weeks' wages, or the equivalent, depending on the the length of service of the particular employee. Carson, Pirie, Scott & Co.'s is the first department store to give the bonus amounting to two weeks' salary for all employees making $1,500 a year or less.

* *

W. B. Hubbell, china and glass buyer for Marshall Field & Co., has been promoted to assistant merchandise manager. He is now the man who signs the orders. His rise to this responsible position has been rapid, but merited.

* *

Charles Gaston, assistant buyer for Wieboldt's department store, was married last week to Miss Henrietta Horner. The couple, after a short motor trip to visit relatives at various points in the Middle West, will be at home at 4510 Kimball ave., Chicago. Mr. Gaston has the best of wishes from his many friends in the trade.

* *

George Bowman, of the George H. Bowman Co., Cleveland, will pay a visit to the Chicago office about the first of the year.

* *

Contrary to former indications, it now looks as though this section will be well represented at the Pittsburgh exposition in January. Buyers from practically all the large department stores have indicated their intention of being there. No Pittsburgh show was ever complete without Dave Saunders' presence, and he says he will be there with bells and over a hundred new pieces in heavy and light cuttings this year.

TO CONTINUE STAMP SALES.

THE programme for sale of War Savings Stamps in 1919 is almost identical with that followed this year. In January the stamps with $5 face value will be sold for $4.12, and will increase one cent a month until next December. They will mature January 1, 1924, one year later than the stanps now on sale. Thrift Stamps costing twenty-five cents each will be sold all year.

. . . . THE . . . .

Taylor, Smith & Taylor Co.

POTTERS,

East Liverpool, Ohio.

COMPLIMENTS OF THE SEASON TO THE TRADE.

Established 1857. Incorporated 1896.

. . . The . . .

Vodrey Pottery Co.,

Makers of the best

White Granite and Semi-Porcelain,

Plain and Decorated,

East Liverpool, Ohio.

NEW shapes and decorations for 1919. Advance samples now ready. Call and inspect our lines when visiting the market. It will pay you.

OWING to war conditions we cannot specialize on anything in an advertisement.

We are doing our best to get out our regular lines, with shortage in everything.

Hoping for easier times in 1919, we wish you a Merry Christmas and a Happy New Year!

INDIANA GLASS CO.,

DUNKIRK, IND.

The Colonial Co.,

Potters,

Dinner and Hotel Ware,

East Liverpool, Ohio.

Factories: NORWOOD, CINCINNATI, } OHIO.
BURSLEM, STOKE-ON-TRENT, } ENGLAND.

Telephone, 5969 Barclay.
Cable Address, Palm Bros.

Pottery and Glass Transfers

THE PALM BROTHERS COMPANY · TRADE MARK · CINCINNATI · NEW YORK · CHICAGO

MEANS QUALITY.

Made Specially for American Ware.

Classy and Snappy Patterns.

The PALM BROTHERS Co.
ESTABLISHED 1868
MAKERS OF
Decalcomania Transfers
FOR EVERY PURPOSE
TRANSLUCENT WINDOW SIGNS
71-73 MURRAY ST., NEW YORK

Properly Fluxed and Easily Fired.

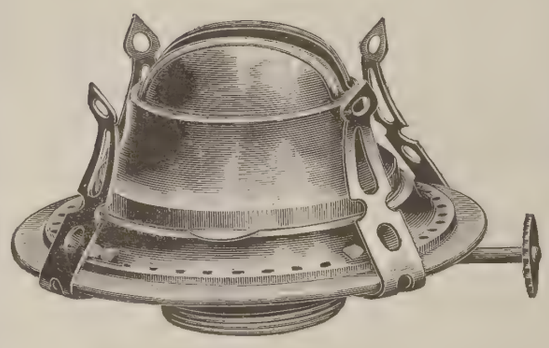
Manufacturers and importers of High-Grade Mineral Decals of every description.

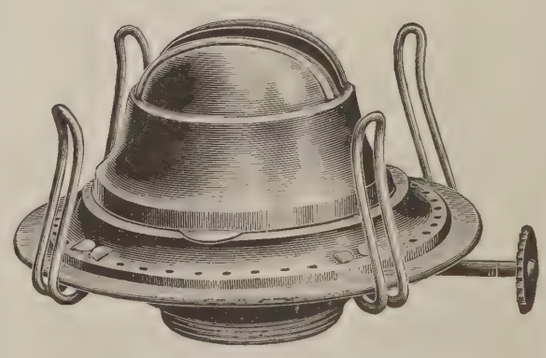
Open stock and exclusive, original designs which are the last word in Pottery, Glass or China Decoration.

Our Designs are Artistic and Right
"Up-to-the-Minute" Creations.

Otto Palm, Jr.,
President.

Herbert Schulenburg,
Manager Ceramic Department.





Wheeling Stamping Company

Wheeling, W. Va.,

MANUFACTURERS OF

Lamp Burners
Sad Iron Handles
Lanterns
Screw Tops for Bottles
Tin and Lead Collapsible Tubes

We make a larger variety of cheap, medium and high grade burners than any other manufacturer in this country.

The combustion of our burners is perfect, insuring a large, white, brilliant light.

In appearance our burners are neat and compact. They are also strong, rigid and well made.

We have added new No. 1, No. 2 and No. 3 burners to our line.

. . . . THE . . . .

Hall China Company

MANUFACTURERS OF

FIRE-PROOF CHINA.

All White,

Green and White,

Brown and White,

Blue and White.

EAST LIVERPOOL, OHIO.

Glass For All Kinds of Industrial, Scientific and Illuminating Purposes:

Automobile Headlight Lenses

Macbeth, "The Lens with the Green Visor"
Eliminates Glare
Complies with All State Laws

Commercial Lighting Fixtures

Gauge Glasses (Tubular)

Regular and High Pressure

Glassware for Industrial, Technical and Scientific Purposes

Glazing Glasses

For Buffing Leather (Special Glass)

Heat Resisting Oven Door Glass

Illuminating Glass

For All Purposes
Residence, Commercial, Outdoor, etc.
Alba, Monax– Decora—Thebian

Inner and Outer Globes for Gas and Electric Arcs

Pearl (Clear) Glass
Thermo (Clear) Heat Resisting
Alba for Diffusion

Laboratory Glass

More resistant to reagents than any other glass

Lamp Chimneys

"Pearl Top" and "Pearl Glass"
"High Speed" Heat Resisting, especially adapted for railroad use

Lantern Globes

Clear and Colored in accordance with U. S. A. Specifications

Lighthouse Lenses

Meter and Relay Cover Glasses

For protecting and making visible delicate mechanism

Miners' Safety Lamp Glasses

"Special Heat Resisting Glass"
Cheap Mine Insurance

Oil Cup Glasses

Cylindrical for lubricators

Parabolic and Lens Mirror Reflectors

For signaling purposes
Accurately ground and Optically correct

Thin Blown Tumblers

Plain, Stamped, Banded, Etched and Cut

Vapor Proof Globes

For ship and tunnel lighting

Water Gauge Protector and Peep Hole Glasses

Special Glass resistant to mechanical shock and chemical action

SEND FOR CATALOGUE ILLUSTRATING THE KIND OF GLASS IN WHICH YOU ARE INTERESTED

Macbeth-Evans Glass Company

PITTSBURGH

DISTRICT OFFICES

Boston.....60 High Street
Buffalo.....707 Mutual Life Building
Chicago.....159-161 West Lake Street
Cincinnati.....Pickering Building
Cleveland.....Wilbrand Building
New York.....The Berkeley Building
Philadelphia.....1613 Chestnut Street
Pittsburgh.Chamber of Commerce Building
San Francisco.....Rialto Building

Macbeth-Evans Glass Company, Ltd.
Toronto, Ontario.....160 Bay Street

Pottery-Making in Japan.

JUST when the Japanese began making pottery is unknown; but, like all primitive people, they early felt the need of clay vessels, and molded crocks in the very beginning of their history. Their first attempts were very crude. Art was not considered in the shapes, and there was no attempt at decoration. In this they seem to have been far behind other aborigines. The Egyptians, Greeks and Aztecs have left many evidences of artistic sense wholly lacking in the original Japanese. Their development of this feature is little short of wonderful.

The "Encyclopedia of Ceramics," published in the CROCKERY AND GLASS JOURNAL some years ago, said: "Comparatively speaking, we knew nothing of Japanese art until the Paris Exhibition of 1867, the collection of goods then exhibited being at once a delight and a revelation. Japanese writers claim that the making of pottery was practiced there anterior to B. C. 660. The followers of a Corean prince, Amano Hiboko, settled in the Province of Onri in the year 27 B. C., where they manufactured a pottery different from any previously seen. In A. D. 724 a native priest named Giyogi, of the Province of Idzumi, introduced the potter's wheel, and it is from this time that the art developed. Corea was invaded by the Empress Jingo A D. 200, and soon afterward several Coreans settled in Japan and made pottery. Coreans likewise established factories in Hizen about the end of the seventh century, the Raku factory at Kioto about 1550, another at Seto about 1590, and later one at Hagi. But none of these had any lasting influence on Japanese art. To this statement, however, exception must be taken in favor of the well-known kilns at Satsuma, which are built on Corean models, the Corean potters forming a distinct colony by themselves and being forbidden to intermarry with the Japanese. Chinese influence was more strongly felt.

"Kato Shirozayemon, after a journey to China, settled at Seto, in Owari, and made a glazed stoneware, about 1225. Porcelain was first made in Japan by Gorodayu Shonsui in 1513. He learned the art in China, in which country he spent some time in order to perfect and improve himself.

"About the fifteenth century the Tea Ceremonies, which had an almost incalculable effect on the ceramic art of Japan, were introduced. Porcelain was greatly improved by a Corean potier named Resampea or Risamper, who settled in Arita toward the close of the sixteenth century. In 1799 there were no less than eighteen factories in the neighborhood of Imari.

"In the latter part of the sixteenth century specimens of Japanese pottery began to arrive in Europe, carried there by those indefatigable traders, the Portuguese. This continued up to 1641, when they were expelled from the island. The most stringent laws were passed forbidding trading with foreigners under penalty of death. About 1673 a manufacturer of porcelain in Hizen making "Old Japan" carried on a trade with foreign nations in contravention of the law, was discovered, and forced to commit hari-kari. The Dutch were allowed to retain possession of the island of Deshima, and by them the exportation to Europe was continued.

The famous artist, Kiyomizu, "throwing" a vase.

"The province of Hizen seems always to have made the best porcelain—probably because the district furnishes the best materials. It was exported from the seaport of Imari, and hence called Imari ware. In late years a commoner class of ware has also been made, which being exported from Nagasaki is called by that name. Other important centers are the Province of Owari, formerly called Miaco; the Provinces of Kaga, Satsuma, and others.

"The ceramics of Japan are greatly varied, but

may be roughly summarized as: (1) common pottery and stoneware ornamented by scoring and glazing the

Shaping a cup by hand. He has not yet learned of the "Pull-down."

surface; (2) cream-colored earthenware usually with a crackled glaze and painted in delicate colors; (3) hard porcelain. To the first of these classes belong the wares of Hizen, old Seto, Shigaraki and other small factories, including Raku wares. The principal factories of the second class are Awata, Satsuma, and the imitations of the latter at Ota and elsewhere. Among

Decorating.

the porcelain the coarsest is that made at Kutani; but the most celebrated fabriques are in the Province of Hizen, at Seto in Owari, and Kiyomidzu, near Kioto.

"The decorations are extremely varied, are in accordance with the best principles of decorative art, and stamped with so much individuality that it is impossible to mistake them.

"In the animal and vegetable kingdoms the Japanese artist finds his inspiration and combinations of lovely colors. In flowers, foliage and birds, so true in form and tender in feeling, and yet withal so bold and graphic, the Japanese has no rival. The chrysanthemum, wisteria, the wild plum flower, the fir and the bamboo are the favorite trees and flowers. The crane, the eagle, the carp, and less frequently the horse and fox, figure largely, whilst the extinct volcano of Fusiyama is very much in evidence.

"A keen sense of humor is his, though sometimes leading to broad caricature.

"His ingenuity in designing geometrical and conventional devices is astonishing. Beautiful fret borders and fret diapers abound. On the latter his sense of diversity prevents him using one design only; frequently on one surface there are a dozen, bespeaking

Molding Tiles.

an immense wealth of creative power. His method of dividing spaces in unsymmetrical, angular parts and filling them with different designs is but another of his original characteristics. If he uses medallions they are generally of different shapes irregularly disposed on the surface, and as often as not overlapping each other.

Kiln-placing.

"He can imitate almost anything in pottery—wood with its different grains, ivory, brass, bronze, basket work—anything.

The manufacture of pottery was conducted in a very primitive way up to 1876, and in many places the same methods employed for hundreds of years are still in use. The clay was hardly washed or prepared in any way, and even to day the product from some of the

Baking Tiles.

interior points is as crude as can be, the clay containing stones of considerable size.

The awakening of the Japanese potter to modern methods began in 1867, when the Imperial Government sent a commission with an exhibit to Paris. Another was later sent to Vienna, and in 1876 a commission and a company of students was sent to our Centennial Exposition at Philadelphia. While here they visited Trenton, N. J. Our factories, methods and machinery proved a revelation. One of the visitors was so im-

A Japanese Crockery Shop.

pressed that he bought a complete machinery outfit and took it to Japan. The result was disastrous. No one there knew anything about machinery. There was not in all Japan a machine shop as we know it. The only approach to one was miles and miles away, and when anything went wrong it took weeks to get repairs made. This man sank not only his own fortune, but that of some of his friends, in the venture, and finally abandoned it.

In 1880, I. Morimura, founder of the well-known house of Morimura Bros , and who had begun business in this city eight years earlier as an importer of Japanese curios and pottery, became impressed with the idea that the addition of a handle would enhance the value of the Japanese cup—for up to that time the native cups were without this appendage—and went to Japan to interest the potters in his scheme. No one seemed able or willing to do it. Without experience in clay working he attempted the task himself, and after many failures succeeded. It was easy then to teach others. His interest in pottery increased, and it was through his efforts that white ware was first made in Japan.

NIGHT OF THE BATH.

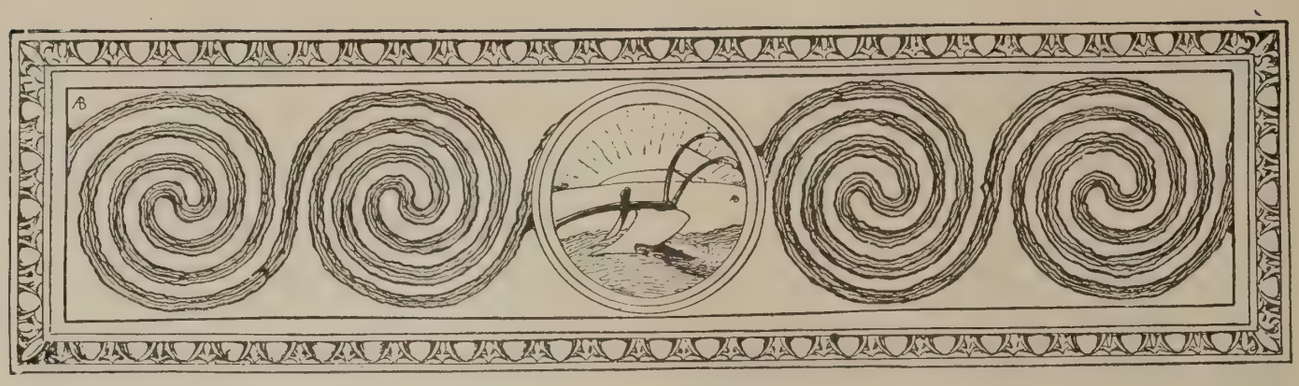
WE like to think that in no way does our civilization's progress more beautifully exemplify itself than in the obsolescence of the Saturday night bath. The abolition of a week as the proper interval between baths points strongly to a general inclination to make the laving of the body less of a milestone in one's life and more of a matter of daily course. Aspiring toward greater cleanliness, we tend at the same time (if there is anything in proverbs) toward greater godliness, which makes it look as though we were getting somewhere, all around.

Locally, however, it is becoming a matter of considerable concern whether those of us who live in hotels and apartments, says a writer in the "Spokane Spokesman-Review," will be able, without great effort, to keep from slipping back toward the hebdomadal tub of a generation ago. It is the war, as the French say. Hotel and apartment owners, in congress assembled, have fixed upon one as the maximum of bath towels to be issued, or rationed, if you prefer the more timely phrase, to each guest. More towels, of course, can be obtained, but they will have to be paid for. It will cost money to avoid a return to the Saturday night tradition.

Soap will probably take the same course before long. War plays havoc with soap. Germany, as is well known, has none; therefore she has next to no cleanliness, and—which is no secret—very little godliness. We will never get as low as Germany, but we may have to yield a little ground.

Either towels will have to be conserved by less frequent use or else they will have to be allowed to reach the state of the printing-office towel made famous by Bob Burdette, which accumulated grime until

> One windy morning, without any warning,
> It fell to the floor and was broken in two.



Recollections of an Old-time Salesman.

EVERY time I tried to see the buyer of a certain department store in Cincinnati my card was sent back with a curt "Not interested." To receive such a setback "got my goat." But, try as I would, the buyer would not grant me an interview. I continued to call, however, as the dinnerware we sold had a universal reputation, and sooner or later, the goods being asked for by the public, would cause the buyer to stock them in spite of his apparent aversion.

I made up my mind one day to find out just why I was treated so cavalierly, and accordingly demanded an interview for that purpose. To my astonishment, he said: "I know your goods are right, and well advertised; but I don't like the name of your firm."

In all my previous experience no one had ever objected to the firm name, which was a rather unusual combination of two distinct races; but this man was fixed in his views, and no sale could be made.

A few weeks later the firm became incorporated, and the name was changed to "The X. Y. Z. Crockery Co." At the same time the price of the goods was increased, due to rising costs of production. On my next trip I sent in my name, and instead of the usual declination to see me a message came from the inner sanctum asking, "Do you still represent the same firm?"

My reply was: "No; I am now the representative of the X. Y. Z. Crockery Co.," and was duly ushered into the office and allowed to quote prices.

I left with an order for several barrels of the very same ware which could have been purchased several weeks before for many dollars less.

The joke of the matter is that the man is now aware he is buying from the house that he "turned down" for five years. He has met both members of the firm, and taken quite a fancy to them, despite their almost unpronounceable names.

I had called on another buyer a number of times, and at last was rewarded by feeling that I had made a sale. The specifications were approved, and the prices agreed on, when the prospect said:

"See here, old man; I have gone ahead with this deal without consulting my partner. You know, he also has a voice in this business."

This slight hitch did not discourage me. I knew that the unwritten rule of partnership was for one partner to agree to another partner's wishes; so I said, with a good grace:

"All right, Mr. Blank; I will call to-morrow, and in the meantime you will be able to tell your associate what a wonderfully advantageous purchase you have made."

The next day he said: "I am sorry I cannot give you the order we discussed yesterday."

I was somewhat taken aback, and said: "I thought your mind was fully made up, and that you simply wished to show the contract to your partner as a matter of form and business courtesy."

"Yes; I did intimate that," he replied; "but my partner is not very anxious to acquire your line, and so I thought we had better let the thing rest for a while."

Here was the turning point of the sale—the place where I was to make my previous efforts bear fruit, or lose out—so I took a deep breath and said: "Oh, very well, sir. If your partner has the final word, and it is his judgment that rules over this purchase, have you any objection to my seeing him?"

"Young man," he rejoined, "don't you think your question is rather forward? Don't you suppose I have a voice in the buying? If I want the goods it will be without you or anyone else consulting my partner in the matter."

I had won the day. I had made him feel that he was not in command of the business—that he was compelled to play second fiddle to the wishes of his partner. And to prove it otherwise he placed the order without further hesitation.

Athenian Lekythos, or Oil Jug.

Used in making offerings to the dead.
Decoration shows mourner at a tombstone.

Opportunities in a Department Store.

LACK of familiarity with the interior workings of modern department stores is keeping many American youths from positions in them that not only offer more rapid advancement to young men of education and initiative than does the average commercial establishment, but more well-paid executive posts to rise to. This is the opinion of one of the "men higher up" in a store that is known all over the country who has himself risen from the ranks.

"While public opinion is rapidly changing regarding the department store as a place to work in, especially for men," he said to a New York "Times" reporter recently, "there is still much to be learned by people on the outside about the really fine opportunities that exist today in the big dry goods stores for young men of education, tact, and the will to 'see the thing through.'

"For a long time there was a disposition to class male workers in department stores with insurance and book agents; in short, to class them as men who took these positions because they did not fit in anywhere else. The department store was looked on as the refuge for men who, as a result of lack of education or some other handicap, turned to it as a last resort. The professional humorist, with his cracks at 'counter jumpers,' and the short story and 'movie' scenario writers, with their gibes at men store workers who impersonated millionaires' sons and lords during the vacation season, helped to spread this impression. Doubtless there are still many persons of both sexes who regard this silly nonsense as fact.

"Only a little while ago one of the highest secretaryships in a prominent department store was open for a good man, and after a careful process of selection one was chosen. Without giving the exact salary at which he was engaged, I can say that it was better than $2,000 a year. This was the figure the chosen man, who was about thirty years old, had been getting in a similar position that he had held. He was very pleased to get the new position, especially so in view of the fact that his predecessor had taken a remarkable step upward, both in responsibility and salary, in the same store.

"He was engaged to begin work on the first of the month, but on the day before he came to the man who had made arrangements with him and, with a sheepish look on his face, told the latter that he could not take the position. Under rather close questioning as to the wherefore of his change of heart, the young man said that he was married, and that, while he was greatly pleased with the position, salary, and prospects it offered, his wife, who had aspirations in her own social set, would not hear of him taking it. She had stormed and cried so, he said, when he had told her of his opportunity that he was literally forced to promise her not to take the job.

"The trouble with this young woman was that she feared she would lose caste if her husband took a position in a department store. She could not, or would not, see the chance for material success that was offered him there. Her only thought was that immediately her friends and acquaintances would see visions of her husband behind a ribbon counter or something.

"Nowadays, however, people on the outside are beginning to learn that there are insurance agents who make nice fat salaries and that there are book agents whose incomes are so large that they have to be shared with Uncle Sam. Likewise, the public is slowly beginning to realize that all the men workers in department stores do not make small salaries. There are many who do, it must be confessed, just as there are insurance and book agents who have to look sharp to keep the wolf from the door, but what bank or commercial house is without these men?

"The crying need of the department store today is

for men with brains, whether they be in the heads of men who have been educated, or in those of men who are fighting their way to the top and who are educating themselves en route.

"Just what the department store offers for men of the latter type can be shown by relating the experience of one of the best known silk buyers in the country. This man went into the dry goods business many years ago. He got a position ultimately in the silk department of the store, selling goods over the counter. Being of an ambitious turn, he at once began his fight to get to the top. As a result it was not long before he came into a clash with the head of the department, who was of the old-time sort that was incompetent enough to fear displacement by some subordinate, and the outcome was that the young man faced the choice between transfer to some other department or dismissal from the store. Having a definite goal in view and being of the type that is willing to sacrifice the present for the future, he quit his job, in spite of the fact that he was married and had an infant son. Later he got a position in the silk department in a leading store in a big city not far from New York. He says himself that he got $12 a week on that job, and that he had to pay $10 of it for board for his family. Despite the slender margin left over, he persevered, and later came to this city. Today his annual salary is a thousand times as large as his weekly wage was at the time he was paying $10 a week for board.

"The advantage that an educated man, preferably a college graduate, would have in fighting his way to the top would be immeasurable. While the buyer whose experience I have just told is now one of the leading men in his branch of business, it took years of hard and earnest work for him to get recognition of his ability. The chances are that what he learned during those years was absorbed, rather than taught.

"While the natural course for the educated man in a department store is rather in the direction of executive positions than those that call for training in merchandising, he is by no means limited to the former if his tastes run the other way. There is a college graduate in a local store at the present time who, in a comparatively short time, has become assistant buyer of the department in which he works. The combination of his natural ability and the education that has given him the power to learn and make use of what he has learned has already got for him what a man with less training and ability would have to strive for for a long time.

"Then, again, the mere fact that he is a college graduate makes an educated youth somewhat of a marked man. He is taken on in the first place with the idea of his being promoted as soon as he is worthy of a better position. This means that the executives are more interested in him than in some other man doing similar work, which in turn means that of the two, ability being equal, the educated man will be given preference whe nchance of promotion offers."

ABOUT MAKING DELIVERIES.

THE manner in which a merchant delivers the goods bought at his store has much to do with the ultimate success of his business. How often one hears people exclaim: "Yes, Blank sells goods of quality; but, my ! how slow he is on delivery ! "

Merchants spend too little time in the delivery section of their establishments. It is a place seldon visited by them other than to find fault.

The way to overcome delivery faults is to keep in touch with the actual delivery of the goods, just as you do with your bank balance; for it is impossible to have a satisfactory bank balance unless people buy your goods; and they will not do so unless purchases are delivered promtply and properly.

Some concerns which are strong on delivery are weak on the way goods are packed and shipped. In other words, they maintain an up-to-date equipment of delivery automobiles, yet send goods out carelessly wrapped. No customer likes to take in a parcel with ends of string and edges of paper hanging to it. Besides, the saving of damage in transit more than makes up for the few added cents needed to ship in a satisfactory manner. Bulky goods, or those sent by express and parcel post, must have the most exacting care.

The paper need not be fancy or fine, but strong and serviceable. Avoid the printing of splashy store names on the parcel you hand the customer. No one wants to be a walking advertisement. If you must have an advertisement on the parcel, have it neat and plain, and do not use loud paper such as will label the package as coming from your shop.

When goods are to be returned, call for them as promptly as you would deliver a new purchase. Nothing disgusts a customer so much as to be compelled to 'phone and write many times for goods to be called for and credited.

Be careful at what times you make deliveries. See that goods go at a reasonable hour, and do not make deliveries too late at night.

Don't forget to keep the delivery equipment spick and span, as the wagon or truck you send along the street is a rolling advertisement for your store, and should be in keeping with it. If possible, have it painted and lettered in the same style and color as your store front.

Selling Hints for Retailers.

BELOW will be found a series of helpful hints which the retail crockery and glass dealer may use with advantage:

LEARN TO LIKE WHAT YOU SELL.

Nothing cheapens merchandise in the mind of the customer as much as lack of enthusiasm when making a display to the possible buyer. Where salespersons do not exhibit a feeling that they really admire the goods they are selling they should be taken in hand.

For example, a customer asks to look at a dinner set. The indifferent clerk walks to a table display and asks: "Do you like this set?" The customer says, "No;" whereupon the clerk walks to other layouts and repeats the query until he finds one that meets approval (if such is possible by this method).

Show your customer that you admire your own stock, and, no matter what the grade, handle it as daintily as if it were the finest produced. Show pride and interest in your goods, and you will not only sell them much quicker, but they will stay sold. They won't be returned or exchanged.

PROPER DISPLAY.

Most crockery and glassware dealers do not give enough attention to their shelving from a decorative point of view. The goods thus displayed should be free from dust and dirt, well arranged, and not littered with odds and ends of "as is" items.

Have your tables so arranged that customers are not obliged to squeeze through narrow lanes in order to get from one to the other.

Shelves should be measured to fit the stock. Nothing robs a store of its orderly appearance so much as ill-fitting goods piled topsy-turvy in an effort to conserve room.

Don't fail to keep stock well covered at night. Dust is the one factor of loss you can overcome by painstaking storekeeping, and it will pay you every time.

THE SHOW WINDOW.

How often has a window you have spent hours trimming disappointed you by reason of a mirror-like effect making the goods displayed difficult to properly discern? This may often be overcome by employing a light-colored background. A small cluster of electric lights will serve to kill the reflection if you are compelled to use a dark background to carry out a certain color scheme.

HOW NOT TO DO IT.

A customer asked for a certain kind of butter crock. The salesman said: "We have only the seventy-five cent grade in stock. Would you pay that much?"

Now, he may have intended no offense; he may have wished merely to safeguard the customer's purse; but the query was tactless, and the customer rightfully resented it.

Never ask: "What price do you wish to pay?" If you find the article you are showing does not meet with favor, it is for you to judge whether or not you are showing goods too high or too low for the customer's wants.

BULLETIN BOARD PUBLICITY.

A railroad running into a certain city has numerous suburban stations within a short radius of a well-known mercantile establishment. By paying a small rental a merchant was permitted to place in each waiting room an oak frame the size of his advertisement in the daily press. Each morning a copy of the paper containing the advertisement was mailed to the station master, who placed it in its frame. Lettered on the upper panel were the words, "Blank's Daily Advertisement." The station master, for a free subscription to the paper, was glad to perform this trifling service; and at a very low expense the store's daily advertisement was placed where waiting passengers could see it.

REMINDING THE CUSTOMER.

Many times a patron will enter a store, make a few purchases, and leave without completing the shopping list. To overcome this loss of sales, and refresh the customer's memory, have painted on the inside of your doors, on the line of vision, the query: "Have you forgotten anything?" It is surprising to note the number of people who will pause when this sign meets their eye, return, and ask for some forgotten article.

OPPORTUNITIES IN THE WEATHER.

The Weather Bureau reports present opportunities for advertising which are too little appreciated by merchants. It is possible, with very little trouble or expense, to post copies of these reports as soon as they are officially received. They should, of course, each

contain a line or two of advertising. These weather forecasts can be obtained from the local Agricultural Department, as a rule free of all charge.

In this connection it is a good idea to obtain a set of weather flags for display in front of the store. If this is done it will not be long before the public will get in the habit of glancing your way for the purpose of finding out what is about to happen in the way of weather. Cards should of course be distributed explaining their meaning, and bearing a reasonable amount of good advertising matter.

GETTING READY FOR THE BIG SALE.

By way of showing what good management can accomplish, we reproduce herewith a slip sent to each employee of a certain large store in Philadelphia on the occasion of a special china and cut glass sale. Answers to each question were required, and this posted the clerks as nothing else could.

1. Have you been given special instructions for the sale to take place January 26?
2. Who instructed you?
3. Will your sales checks be legible?
4. Do you fasten your checks to your goods?
5. Do you finish your check completely before you start another.
6. What are the terms?
7. How do you arrange and otherwise take care of goods to be sent to the wrapping desks?
8. Are you familiar with the stock and patterns?
9. What would you say if asked whether the goods you are selling are guaranteed?
10. What would you say if asked if the goods are exchangeable?
11. What goods are returnable?
12. What do you do with the sample when "open stock?"
13. Can you make two or more suggestions for making a dinnerware sale complete?

USE "STUFFERS."

While newspaper advertising is the very best form of publicity, this can be effectively supplemented as follows: Write to every concern from whom you buy goods, asking for folders or any printed matter they issue advertising the goods they make and you sell. Many concerns will print your imprint or business card on these folders—in fact, most of them have a small space reserved for this detail. In every letter, parcel or package you send out, insert one of these business-getting "stuffers." Before long you will notice a steady demand for the goods advertised in this manner. No store is too small to receive benefit from this plan.

THE "WANT" BOOK.

Various methods have been tried to keep a small stock complete, but none has been found that equals the old-fashioned "want" book. As soon as any part of a stock shows signs of needing replenishment an entry should be made of the article in question, giving cost-mark and price, and an order placed. No single thing we can mention equals the old time "want" book or slip as a means of building business. The store that makes it a point to keep up such a system cannot fail to expand, because people calling for wanted goods are always suited, and thus return again and again.

COURTESY AND SERVICE.

Greet every customer who enters your store with a pleasant smile and a hearty welcome. By word and action impress your customer with the fact that you wish to render service and are very glad to show your samples. Bear in mind that it is not the goods displayed that cause sales to be consummated, but the manner in which they are shown. Make the showing of your wares a pleasure, as it should be if your heart is in it.

No matter what is being done, the customer always comes first. It is he who makes a business possible. It is he who pays the salaries.

AUTOMATIC REDUCTION SALE.

This plan is not new, but it is not overworked, and in consequence those who try it will find interest aroused and curiosity created, to say nothing of merchandise sold. The Automatic Daily Reduction Sale is operated in the following manner:

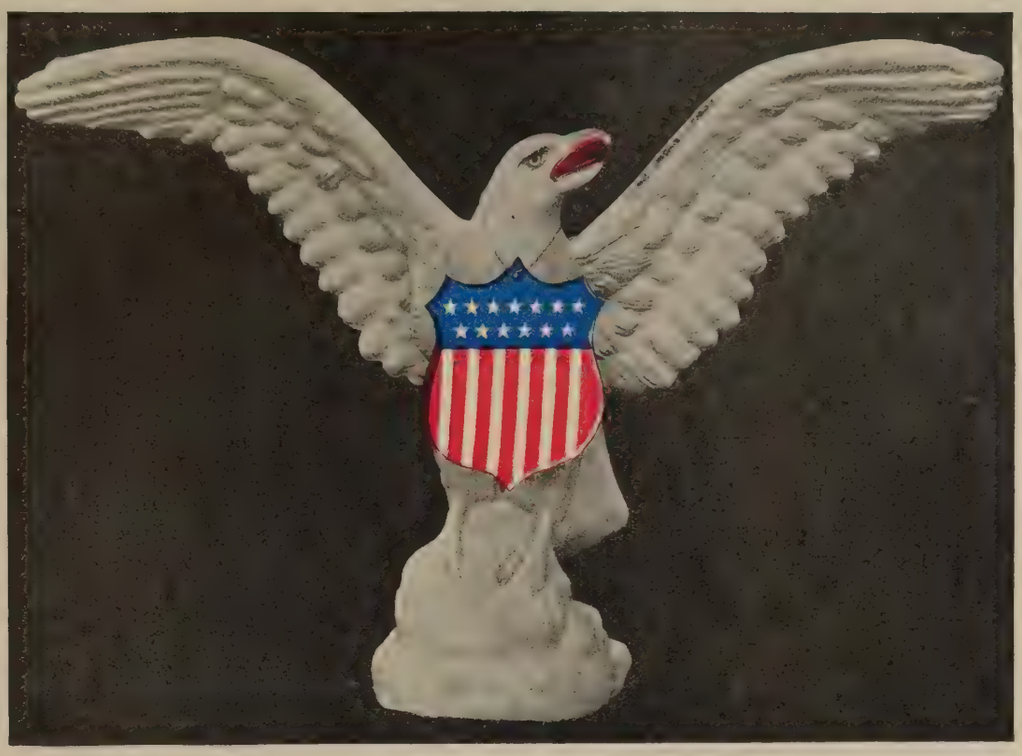
Place in your window a set of dishes that usually sells at a fixed price, and affix a card to it reading: "This set shall be reduced fifty cents every day until sold."

The first few days you will find no more than a passing comment. After this time you will find curiosity aroused, and callers inquiring what is the lowest price it will be sold for. To which you turn a practically deaf ear, answering only in a way which shall create further curiosity.

True to your word, keep on reducing the article fifty cents per day, even if you are compelled to go 'way below cost; for if you do lose something before the article is sold you will find it more than balanced by the advertisement. However, it has been discovered that it is usually sold before a loss, for the simple reason that people hesitate to allow the goods to go too low, for fear of losing the bargain.

Suppose it is a set which originally retailed at $35, and by the time it has reached $25 or thereabouts has been sold. Now affix a sign reading: "This $35 dinner set was reduced fifty cents daily, and sold for $24.50. We will fill duplicate orders for six more at the special automatic reduction price."

You will find that duplicates will be sold, curiosity aroused, and your store talked about. But do not make this sale too frequently, as repetition ruins its value.



Lancaster, Ohio, November 2, 1918.

Editor Crockery and Glass Journal.

Dear Sir:

We imagine that people are tired of looking at pictures of glass; so we send for insertion in your Holiday Number a picture of which Americans never tire. Isn't it a bird?

As to the balance of the space, say nothing about business, save that we are making all the glass we can.

THE LANCASTER GLASS CO.,

Lancaster, Ohio.

MADE IN AMERICA.

P. K. CLARK,
President.
J. S. CLARK.

F. B. CLARK,
Sec'y-Treas.
G. W. CLARK.

THE war has made America the greatest manufacturing nation on earth, and the experience, prestige and progress gained in the most stupendous war in the history of mankind will be maintained against all comers; so that the slogan "Made in America" means more to-day than ever before. Therefore, to represent American-made goods, as we do, becomes with us a kind of patriotic passion.

The American Manufacturers' Co.,

NEW YORK AND PHILADELPHIA,

REPRESENTING

DOMESTIC MANUFACTURERS

Pottery, Glass, Gas and Electric Portables, Cut Glass, Statuary, Enameled Ware, Jardinieres, Aluminum Ware, Rock Teapots, Fancy Goods, Rubber Goods.

New lines solicited for New York, Philadelphia and the East. Efficient representation guaranteed by a corps of experienced travelers.

Every new line placed in hands of an expert salesman giving it undivided, individual attention, assisted by the selling staff identified with the other lines in the establishment.

WIDE ACQUAINTANCE WITH THE PREMIUM TRADE.
SPECIAL FACILITIES FOR CANVASSING THE 5-10-25-CENT TRADE.

CORRESPONDENCE INVITED.

MAIN OFFICE:
Philadelphia, Pa.,
19 N. Seventh St.

New York City:
GENERAL MERCHANDISE CO.,
10 W. Twentieth St.

THOMAS CARR, President and General Manager.

WHEELER H. BACHMAN, Secretary.

JESS W. SPEIDEL, Treasurer.

The Carr China Co.,

Grafton, W. Va.,

MANUFACTURERS OF

VITRIFIED CHINA,

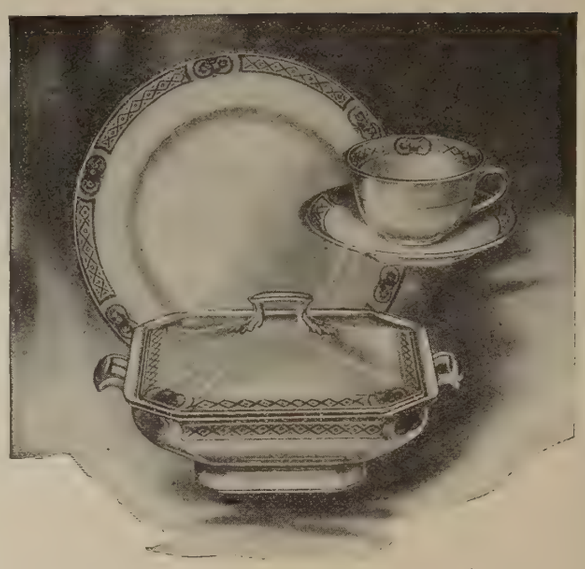
HOTEL, ROLLED EDGE, SPECIAL DESIGNS,

CRESTS and MONOGRAMS,

Best Known by Its Wearing Qualities.

Old Artistic Style Revived.
PREMIER SHAPE.
THE CRETONNE PATTERN.

This, both in shape and decoration, is worthy the attention of anyone loving artistic treatment of a dinner set. The band part of the decoration is a beautiful dove color under the glaze, which gives it a soft and delicate appearance. The panels are filled in in enameled colors by the hand of the artist, giving the whole the appearance of cretonne, which is just now so popular in all decorative schemes.



"BLUE MARIE" Pattern—Finest English Porcelain.

FOR THE WOMAN OF REFINED TASTE.

A decoration that under ordinary conditions would only be put on the best of French China, and on account of the scarcity of china we put it on the best English Porcelain. It has the effect of Copenhagen Blue, light and delicate. This is a blue panel effect with a lattice work over a French Gray surrounded by the Copenhagen Blue—a basket of light and delicate flowers breaks the panels and gives a delightful harmony of colors that is most pleasing. All gold edges, and handles traced in gold. This is an open stock dinnerware pattern and sold by us exclusively.

GEO. F. BASSETT & CO.,

72, 74, 76 Park Place, New York.

"THE DINNERWARE HOUSE OF AMERICA."

THE OPHIR.
STRIKINGLY-RICH DECORATION.

The color scheme of to-day is carried out in this pattern. Black background on which delicate pink roses show out with strong vividness and yet delicateness, with a touch of terra-cotta back of the panels and old ivory rim between the black and the gold edge which is on every piece. The combination of colors is pleasing to the eye; and while the decoration is a striking one, yet it is such that you never tire of looking at it.

"RYLSTON" PATTERN—English Porcelain.
ULTRA RICH, BUT INEXPENSIVE.

This is the very last word in English Porcelain Dinnerware. The shape is plain, and the covered dishes round instead of the conventional oval. The ware is thin and extremely light in weight. The decoration is a rich band border in golden yellow, with light blue feather ornaments and miniature pink roses. Two gold lines and gold tracery on knobs and handles enrich this very attractive service, without adding materially to the cost.

If you carry this pattern in open stock we will furnish you with any quantity of folders you can use, with your business card printed on them.

DINNERWARE EXCLUSIVELY.

Mount Clemens Pottery Co.,

MOUNT CLEMENS, MICHIGAN.

Chas. E. Doll, Gen. Mgr.

EXCLUSIVE DINNERWARE.

Fostoria Glass Co.,

MANUFACTURERS OF

Crystal and Opal Flint Glassware and Decorated Lamps,

MOUNDSVILLE, WEST VIRGINIA.

BRANCH OFFICES:

New York City, John Nixon, 141 Fifth Avenue.
Boston, Mass., Geo. K. Marshall, 105 Federal St.
Chicago, Ill., H. G. Dalzell, 807 Masonic Temple.
Philadelphia, Pa., Jos. Tomkinson, 213 Commercial Bldg., 807 Chestnut Street.
Baltimore, Md., W. T. Owen, 121 W. Baltimore St.
Buffalo, N. Y., A. H. Sharpe, 60 Pearl St.
Dallas, Texas, H. J. Blakeney, 914½ Main St.
Denver, Col., Chas. E. Hilliker, 1523 Glenarm St.
San Francisco, Cal., B. F. Heastand, 618 Mission St.

Buffalo Pottery,

MANUFACTURERS OF

High-Grade Vitrified China

. . . FOR . . .

Hotels, Restaurants, Clubs, etc.

New York Office and Showroom:

A. H. LEDDEN,
16 West Twenty-third Street.

General Office and Potteries:

BUFFALO, N. Y.

. . The . .

S. Herbert Cut Glass Company

AND

Thos. Shotton Cut Glass Works

35 and 37 West Twenty-third St., New York.

Dragonfly Lustre Ware.

THE buyer for a shop catering to an exclusive clientele is always on the alert for unique and artistic things. The article that savors of the commercial is not considered, for the people with whom he deals come to him for the unusual, and are willing to pay for it. It is to this class of trade that the products of Lillian Fox appeal, and her lustre ware is to be found in many of the better class shops.

Miss Fox, who has a studio in this city, is a specialist, and when something is required to match a certain color scheme or decoration the buyer turns to "Dragonfly" lustre (the trademark adopted by Miss Fox, and which appears on the bottom of every piece decorated by her) with a feeling of confidence that here his problem is likely to be solved.

She is undismayed by any demand. The tone scheme of a room calls for an essential "spot of color" to complete it, let us say, and the customer wants that "spot" to take the form of a flat pottery bowl of rich mulberry shade. In vain the buyer searches among the wholesalers for a bowl of that one particular shade of mulberry. He finds reds, crimsons, magentas and rose shades in abundance, but his laborious search fails to reveal the desired shade in the particular shape desired. Then he has recourse to Miss Fox.

She makes lustre ware in any form or shade—from lustrous Delft blue tea sets to glowing red-orange lamp bases. What's more, she works designs on her pottery. If, for example, you want a lamp base or a bowl to match a piece of tapestry, she can not only match the colorings in the tapestry, but work in the design as well.

"Some of my friends furnish breakfast rooms," Miss Fox explains, "and they use a unique chintz that combines four or five blending colors. Then they search for a breakfast set to harmonize with the chintz. Of course, it isn't to be found, and all that remains is to have one made. My joy is to produce a breakfast set in lustre that combines all the colors of the chintz —to produce an iridescent sheen that blends right into the material. The harder the color is to get, the more I enjoy working on it!"

Those who understand the difficulties of potting will appreciate that last remark.

Sometimes, Miss Fox declares, she makes over one bowl or lamp base four or five times until she's satisfied that the shade is exactly right. And "doing things over" in lustre ware is no little job.

"Your mulberry bowl, for instance," Miss Fox explained, "takes about sixteen hours' firing before the colors are set. It requires four different colors, with four hours' baking for each color, to produce that rich, lustrous shade. And, after the sixteen hours, if the color doesn't come out exactly right, I do it all over again. My craft means so much to me that I couldn't let a piece of work out of my studio marked with my little Dragonfly unless I was proud of having made it."

It's a joy to talk with an artist who takes such infinite pride in her work.

Miss Fox does most of her work for interior decor-

ators. Her fame is gradually spreading over the country, despite the fact that she has been making lustre ware less than three years. While the reporter was at the studio a letter arrived from a Chicago decorator. It enclosed a piece of flowered linen, a rich green back-

FILLING THE MUFFLF.

ground with a colored flowered pattern, and she was requested to match it, pattern and all, in a lamp base.

"And will you get the flowered pattern in it, too?" the reporter asked.

"Yes; not absolutely distinct, but outlined in colors, the background an exact match of the green," was the reply.

In response to inquiries Miss Fox told something about the early part of her interesting career. She studied in Spain for many years under a famous master, and the pictures hanging around her studio are her work. The technique and coloring are remarkable.

"My love of color led me to create lustre ware. I found it easy to get unique shades with my paints, and gradually I managed to secure the same results on pottery."

Miss Fox has conceived some delightfully clever novelties. Take her "Chaperon" lamp, for instance. Nothing could be more popular among young people. The "Chaperon" is a lustre vase with a teakwood top through which passes a thin wire that connects with a tiny electric bulb inside the vase. The light glows through the lustrous sides. The lamp vaporizes perfume at the same time. Could any chaperon be more delightful?

Miss Fox herself is a quiet, reserved person, with the timidity of an artist out of her sphere in commercial circles. In fact, she confesses to some sad losses —the result of artistic disinterestedness in business. But her joy and pride in her work is such compensation that perhaps she is as contented as more commercial souls who measure results in dollars and cents.

THOSE WHO SHOP FOR COMPARISONS.

OF all the very many things that go to make up the problem of conducting the modern retail dry goods store there is one that executives are almost as loath to talk about with an "outsider" as they are to show figures having to do with sales and profits. This is the work of the store's secret service department, otherwise known as the shoppers' comparison service.

To many people it is no secret that there is this kind of a service, that its value to the merchant has been proved time and time again, and that the employes who work in it—the great bulk of whom are women—are known to just as few persons around the store as is possible, says "The Times." Often this knowledge is confined to a single executive, usually the merchandise man, but sometimes the head of the business. The latter is true as a rule, however, only in the case of the smaller stores or the specialty shops. The reason for all this secrecy is not hard to guess, for, as in the case of the secret observers in wartime, the more they are known the less valuable they become to the organization served. Perfection in the shape of a shoppers' comparison department is attained in one respect when it is possible even to keep the shoppers unknown to each other.

A FINAL FIRING.

Were the activities of these shoppers confined entirely to work outside of the store that employs them there might not be quite all of the present need for

LILLIAN FOX IN HER STUDIO.

A FEW CHOICE SPECIMENS OF HER WORK.

secrecy. But, though the most important part of their work lies in seeing what the other stores are offering in the way of merchandise and service, they are frequently called upon to make reports on the work of their own organizations.

For instance, without giving any indication of the fact that she has just come from an examination of the same department in a rival store, a well-dressed woman will enter the cloak and suit department of the store that employs her and ask to be shown some coats of various prices. She will note the time she entered the department and, if there is any delay in being served, she will make a mental note of the probable reasons. If the delay is prolonged, she will note the length of it.

On being served she will make mental notes, later to be written out in considerable detail, of the approach of the salesperson, the way the merchandise is shown, the selling talk that accompanies the showing, the attitude of the salesperson in case of requests for the showing of several garments before the sale is completed, and a dozen and one other details.

In case the shopper has a "charge account," the attitude of employes who are brought into the transaction is noted, and also the length of time it takes to complete the sale if there is more than the usual unavoidable delay. Reasons, probable or actual, also are made note of. Sometimes the whole process is timed whether there is a delay or not. In the case of a "cash-and-carry" purchase there is further timing and noting of attitude on the part of the salespersons. The timing, which is done carefully, in order not to "gum the works," includes the period required in which to deliver the purchase wrapped up, to get change, etc. When goods are to be delivered "special," a report is made on the time of sale and the time of delivery, and in the case of a regular delivery the same thing is noted.

With all this and other necessary data in hand, relating both to the employing store and the rival one, the comparison shopper will make out her reports. In case the rival store makes a little better showing a quiet effort is made by the proper executive to bolster up the service where it apparently is weak. If there is a marked discrepancy in favor of the rival store, more vigorous efforts to search out and correct the weakness are put under way. When discovered, the person responsible is apt to "hear something."

In view of these and any other duties they may be called on to perform inside the employing store, it is obvious that the value of comparison shoppers would be seriously lessened were they to become known to any of the store's personnel. Special pains could be taken by salespersons and others in dealing with them and the merchandise they "buy," with the result that the merchandise man or the merchant himself would get highly optimistic but misleading reports, to the detriment of all concerned. Pretty much the same thing would be true in case one store's shoppers became known to employes of another, for it would enable the latter quite thoroughly to "camouflage" the proceedings with rather annoying results.

While the work performed by comparison shoppers in keeping the service of a store "up to scratch" is very valuable, it is quite generally conceded in retail business circles that the best results these workers get have to do with reporting on the merchandise offerings of other stores. It is asserted, for instance, that while a customer might not patronize store A because it delivered an article twenty-five minutes quicker than store B, she would be pretty apt to go to the former if it were selling that article twenty-five cents cheaper than store B.

It is the reporting on merchandise comparisons that is the hardest part of the comparison shoppers' work. Not only must they be sufficiently well-posted on various kinds of merchandise to recognize why their store, say, charges $5 for a certain article when across the street apparently the same thing is being sold for $4. If they are not so qualified their reports are unfair to the buyers, and, in the long run, injurious to the business. The comparison shoppers must know practically as much as the buyer about the merchandise. Not only must they know style and fabrics, but they must be able to make rapid but careful mental notes on workmanship, general salability, etc.

One of the hardest parts of the work of comparison shoppers arises from the fact that they have to do it, more or less figuratively, on the run. Examinations must be quick and thorough, for to mull over an article, carefully examining each important detail, may arouse suspicion in the mind of some observing employe. When this happens it is up to the shopper to move on to some other department, or, better, to some other store.

One of the real problems of comparison shoppers is to be fair to the buyers and to do their full duty to the store at the same time. Often this calls for drawing the line in a certain comparison mighty fine, and always, according to buyers, in favor of the store. It is because of this that these shoppers are regarded by buyers with mingled feelings. Some of the latter regard them in the light that the public has come to look on spies in wartime; that is, not as persons doing valuable work for their employers, but as elusive, sneaky beings. Other buyers, more tolerant, and, possibly, better merchandisers, are said to regard them as necessary evils, yet something to be wary of withal.

HAPPINESS may also consist in not getting things we don't want.

Antique Persian Tortoise-shell Glaze. Shade 18th Century.

No. 1.

Roman Pottery.

THERE is no place in England which can compare with Colchester so far as Roman remains and relationships are concerned, without it be Lincoln, the colony into which at one time were gathered Roman soldiers. Architecture and craftsmanship portray the national life and character of a nation. Egypt with its pyramids and Sphinx denotes Eternity; Greece with its Parthenon suggests to us Beauty; Rome with rigid sternness tells of Empire; while the glorious transition in style from Norman to Early English gave the Gothic as symbolic of the Faith and Hope of the British race.

What applies to architecture applies in no lesser degree to old pottery. In regard to the vessels found at Colchester, there is one very interesting and instructive point to notice: each vessel was made for a definite purpose. The utility point appeared to be the first consideration. The profile of the scroll decoration, so typical of Greek work, is more closely allied to Peruvian ornament, and illustrates the singular development of the same ideas and aspects of form among people so remote from each other as the Greeks and the Peruvians.

In illustration No. 1 the Face Urns are a remarkably good collection. The faces are quite expressive. The ears might have been placed higher, though of course the potters who made them would fashion the faces according to their conception of ugliness or beauty. The vessels are similar in every way to the modern stew pot, and are true and wonderfully made.

No. 2 shows a very remarkable collection of babies' feeding bottles. Evidently, the Romans took good care of their children. They only slightly vary from each other, and are rather heavily constructed. Considering that they were made between the first and third centuries A. D., they are in a fine state of preservation.

No. 3 is what is known as the Colchester Vase, with figures illustrating the fighting propensities of the Romans. It is a fine example of the potter's art.

Nos. 4 and 5 are wine vessels. It was the custom to use these at burials, and points to be noticed are the very narrow necks and the two handles.

Nos. 6 and 7 are Roman jugs of the first century A. D. Both are very evenly shaped, one being of buff ware painted red, the outlines being very fine and evenly finished.

No. 8, a water vessel, or vase, indicates that the calling of the blacksmith was known even in the first century A. D. when it was made. The tongs, hammer and anvil are clearly shown on the vessel. Though broken, it is an excellent example. The potter who made it probably had a friend a blacksmith; hence the smithy decoration.

No. 9 is a Roman loving-cup of the second or third century, with two handles, finely finished and in an excellent state of preservation.

No. 10 shows three examples of Roman drinking cups. It will be noted that they are like old English cups without handles, the hollowed portions being for the purpose of holding same when drinking out of them.

No. 11 is another drinking cup. This is ornamented with a geometrical pattern, and has the word "Vincote" inscribed on the body.

These examples are only a few of the Colchester collection, There are many others.

Much Roman pottery has been found at Castor;

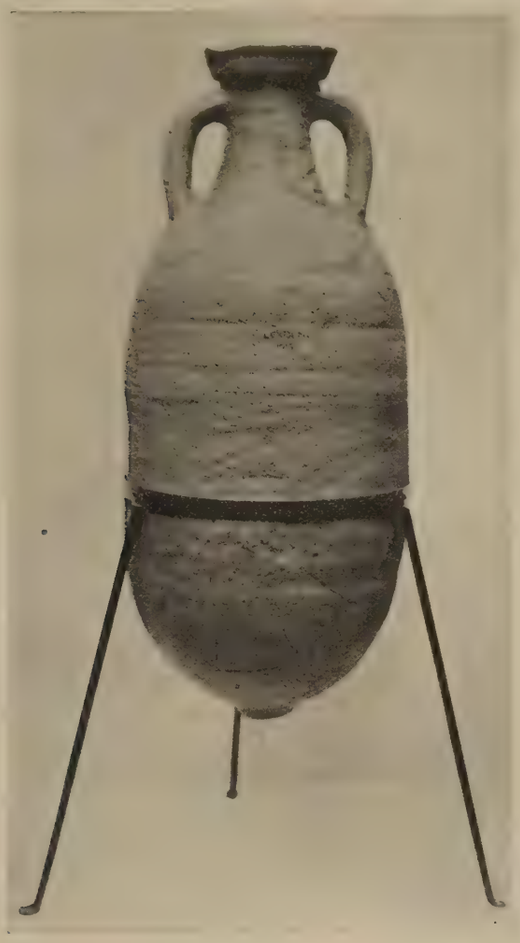
No. 2.

No. 6.

No. 9.

No. 3.

near Peterborough—probably made there, for kilns for firing have been located at that place. The Castor



No. 4.

ware is usually brown with a black glaze, ornamented with indented tool marks and raised slip patterns of pipe clay.

No. 8.

Many Roman dishes and vases of a dark gray color ornamented with incised lines and raised bosses of clay have been found from time to time in the Upchurch marshes of Kent.

No. 5.

The most remarkable of ancient pottery was that of Greece, dating 500 B. C. The Greeks decorated their vases by attaching ornaments to them in separate

No. 7.

pieces and by painting pictures on them. The Roman pottery was an offshoot from the Etruscan, and the

No. 11.

Romans spread the manufacture over the whole empire.

PERFECTING AMERICAN TOYS.

A MOVEMENT has been started in the toy industry to improve the quality and standard of American-made toys from the standpoint of their artistic as well as their commercial value. The Toy Manufacturers of the United States of America, Inc., the largest association of toy manufacturers in this country, and the Art Alliance of America, which recently held an exhibition of American toys in an effort to get manufacturers and designers to work in closer harmony, are laying plans now for a larger exhibit, to be held in this city probably during next February, at which it is expected that a very large proportion of the domestic manufacturers will be represented. A better opportuntity will thus be afforded American designers to criticise and make suggestions, and for manufacturers to profit by these suggestions and criticisms.

Harmony in colors is coming to be looked upon as one of the most important characteristics of any toy. The work of designing toys involves practically every art and trade there is. Mechanical and electrical engineers are needed in the toy industry, no less than are designers of women's hats and gowns. Artists and portrait painters are required, no less than naturalists and those familiar with plumbing.

The designing departments maintained by most manufacturers have in the past devoted more attention to the work of simplifying manufacturing processes, it is said, than to the matter of getting out an article or a combination of colors which has a real artistic value. Now, however, the importance of work of this latter sort seems to be more generally recognized, and is being given more attention everywhere. The early results of these efforts are already showing themselves in the toys that are now being turned out.

"If American toy manufacturers are to hold the trade they have been able to get since the war started in 1914," pointed out one authority in this city, "they have got to add beauty, harmony of colors, and other artistic qualities to the other characteristics of American-made toys. American ingenuity has developed toy making to a higher degree of perfection than has been done in any other country, and it now remains for American designers to do their share from the artistic standpoint.

DON'T give up your life so entirely to your business that you lose sight of the value of everything else and live for business success alone.

No. 10.

Season's Greetings.

THE WAR IS WON!

HERE'S TO A NEVER-ENDING

Peace, Progress and Prosperity!

OUR lines of ILLUMINATING GLASSWARE are being produced in conformity with the Government program, but ample for all essential needs in KEROSENE, GAS and ELECTRIC LIGHTING.

Our new and complete catalogue of ELECTRICAL GLASSWARE will be ready January 1st, 1919.

May the coming year be Bigger, Better and Busier!

Gill Brothers Company,

MANUFACTURERS OF

Illuminating Glassware,

STEUBENVILLE, OHIO, U. S. A.

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Rock. and Yellow.

Dinner Ware.
Specialties.

Our Line for 1919.

Conditions now are favorable to an increased output of

DINNER WARE,
STAPLES,
SPECIALTIES,

FOR JOBBERS AND RETAIL DEALERS.

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"THE WAR IS OVER."

THE

D. E. McNicol Pottery Co.,

EAST LIVERPOOL, OHIO.

Boston Office:
CHASE & FRANCIS,
122 Pearl St.

Clarksburg, W. Va.

New effects in Salads, Cakes and Specialties, also Staples, will be shown in Room 544, Fort Pitt Hotel, during January. Mr. J. W. Patterson in charge.

We have furnished a good substitute line for foreign goods, short during the war, and will continue supplying new Decorative Effects and Staple Jobbing lines; strong lines and varied enough to make 1919 a year of profit.

It will pay you to see Mr. Patterson.

THE D. E. McNICOL POTTERY CO.,

Clarksburg, W. Va.

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INDIANAPOLIS, IND.,

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White and Decorated English Earthenware,

Hand-Painted Dinnerware and Fancy Pieces,

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WE are back in our old location, which has been remodelled, and can give prompt service on all orders.

EXPOSITION AMERICAN LINES.

Season 1919.

PARTICULAR attention has been devoted to AMERICAN LINES, in all departments, in featuring the products of established factories. In some cases the entire output of manufacturers is reserved to us, including Specialties and Novelties designed under our supervision and not obtainable elsewhere.

Our staff of buyers is constantly on the alert in securing good values, bearing the stamp of originality, attractiveness and fair prices.

We urge your inspection of our display in February. Our service, facilities and equipment will interest you.

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Glassware and Lamps.	*Willow and Woodenware.*	*Brushes and Notions.*
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Engraved and Etched Glass.	*Cutlery, Watches and Clocks.*	*Gloves and Handkerchiefs.*
Toys and Dolls.	*Fancy Goods of all kinds.*	*Japanese China and Toys.*

Philippine Hand-Embroidered Lingerie and Waists.

Our Spring Display in Chicago will take place at the

MORRISON HOTEL,

MEZZANINE FLOOR,

April 1st to 20th, 1919.

WRITE WHEN YOU WILL CALL. POCKET CALENDAR 1919 ON REQUEST.

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T. DOWNS, JR., Representative.

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122 W. Baltimore Street.
H. S. BOKEE, Representative.

History of East Liverpool's Great Industry.

IN the year 1839 James Bennett, a packer in a yellow ware pottery of Derbyshire, England, while traveling up the river from Cincinnati to Pittsburgh stopped en route at East Liverpool. He found here the presence of clay adapted to the production of yellow ware, so he decided to remain and engage in the manufacture of this much-used domestic commodity. With the assistance of four men, Anthony Kearns, Benjamin Harker, George Hollingsworth and George Thomas, he built a small pottery of one kiln, 20 x 40 feet, near the river at the foot of what is now Jefferson and Second streets, where, in 1840, the first kiln was fired in East Liverpool. (In 1841 Edwin Bennett joined his brother. Four years later they abandoned the plant and moved to Pittsburgh. Edwin Bennett withdrew from the firm and moved to Baltimore, establishing the first pottery south of the Mason and Dixon line.)

Isaac Knowles purchased two crates of the ware and took it down the Ohio River on a flat boat, trading it for all sorts of produce. Mr. Bennett peddled the balance through the country in wagons and cleared over $200.

Benjamin Harker, who had helped build the Bennett pottery, decided to go into business for himself, and began potting in an old log-house on the site occupied by the Harker Pottery Co. It was here that James Taylor and Henry Spieler worked, who afterwards went to Trenton and built the first pottery of that town. One of these men, and perhaps both, had learned the potting business at Harker's. This pottery company has the distinction of being the oldest continuous business here, as well as in a way being sponsor for the Trenton potteries.

EAST LIVERPOOL'S FIRST POTTERY, 1840.

There were no railroads in Eastern Ohio at this time. Ten years before a line had been surveyed through from Ashtabula. It was built, and during the excitement of the boom a number of new buildings were erected. One of these, a brick building of two stories, was destined to be used for a hotel, and called the Mansion House. But it never fulfilled its destiny, and in 1842 was rented by four men and fitted with a kiln. It was known as Salt & Mear's pottery, but the name Mansion House has always clung to it. Later on it passed into the hands of the Croxall Bros.

A letter written in 1843 from East Liverpool to England gives an interesting account of the town at that period. The writer says: "Here is a true statement of this country. Times are dull, save in potting. There are in this place three small factories. I am throwing at one; John Goodwin, a handler of Ashby Wolds, is throwing at another, and a turner named E. Bennett is throwing at a third. I am getting eighty-seven cents per score for throwing, and seven cents for turning. There is no other thrower in this western country." The writer goes on to state that the potting industry has just taken a start, that there can be just as good ware made in East Liverpool as in England, with the exception of a scarcity of colors, and urges English potters to come to the country.

Conditions in the English potteries, as described in the "Potter's Examiner" and the "Workman's Advocate" of that date, were very unattractive. Throwers, figure-makers, turners and kiln hands were glad to come to America, even though they had to take their pay in cheese and sole leather, or any other produce for which the manufacturer traded the output of his factory. Money was so scarce that if a workman refused produce and asked for an order for goods from the store he paid ten per cent to obtain them. On July 4, 1852, John Goodwin paid his men with five-dollar gold pieces, and they were so unused to money that they hesitated about accepting them.

The idea of manufacturing ware to send distances was not considered very profitable, because carriage was insecure and loss from breakage heavy. Crates were used to pack ware, and as they were expensive it was the custom to have all crates returned when unpacked.

Samuel Orr, who had been employed by Mr. Goodwin to repair crates, suggested that he could make a large barrel in which ware could safely be shipped great distances, and that the barrels could be made for less money than crates. A few very large casks were made, and they proved such a success that they drove crates out of the market for pottery purposes.

In 1853 Isaac W. Knowles bought the old Bennett property and transferred all of it that could be moved to the site of the present "Old End" pottery of the Knowles, Taylor & Knowles Co. It was for two years operated with horse power, and had but one kiln. The personnel of this firm has united mechanical genius with great business ability, and the growth of the pottery from its small beginning has been marvelous, the plant now having thirty-two kilns and covering ten acres of ground. Mr. Knowles invented the pull-down, or jigger, which revolutionized potting, as previous to this all the ware was made by hand. The Knowles, Taylor & Knowles Co. were the first to make stone china, and had a great struggle to get it on the market and convince the American people that it was just as good as the English ironstone china then commonly used.

EAST LIVERPOOL IN 1868.

The city of East Liverpool is unique in that it has no other industry save potting, or something relative to that craft. Almost every person is interested in the potteries, and not only the present generation, but one can go back and find that the ancestors of these people were also potters. The Brunts, Cartwrights, Croxalls, Goodwins, Harkers, Knowles, McNicols, Manleys, Bloors, Goodwins, Taylors, Burtons, Flenkes, Fredericks, Thompsons and Vodreys are names meeting one at every turn.

The potteries of East Liverpool, twenty-two in number, extend for over four miles along the river banks. The river is the dividing line between Ohio and West Virginia, but it is spanned by two suspension bridges, over which street cars run every few minutes, making it all one district.

On the East Liverpool side, starting up the river at the East End are the Smith-Phillips China Co., the Trenle China Co., and coming down in the following order are the T. A. McNicol, Colonial Co., Harker, National, C. C. Thompson, and Cartwright Bros.

On the hill are the Knowles, Taylor & Knowles, Vodrey, Hall and Standard potteries. The Brunt and Goodwin plants are still standing, but are used for other purposes.

Going towards Wellsville are the Potters' Co-operative, Buffords' and the West End.

At Wellsville, which is within the four-mile limit, is the East Liverpool Potteries Co. and the United States Pottery Co.

There are several electric porcelain plants and a stilt pottery in East Liverpool.

In 1868 C. C. Thompson started his plant on the river just a little above the point where a bridge crosses to Chester. Associated with him were his father, Josiah Thompson, and B. C. Sims. Both of the Thompsons have passed away, but Mr. Simms is still alive and active. The business is now directed by Geo. Thompson. The plant was first devoted to the manufacture of Yellow, Rockingham and C. C., but a short time ago, having evolved a fine line of semi-porcelain dinnerware, was turned over entirely to the production of this grade, except for a line of hotel goods. In these days of rapid changes half a century is a long time for one concern to remain in existence and under the control of one family. It is with justifiable pride, therefore, that the Thompsons are celebrating their fiftieth birthday.

EAST LIVERPOOL IN 1918.

The Edward M. Knowles China Co. has a plant adjoining and another in Chester, where the Taylor, Smith & Taylor pottery is also located.

In 1870, just below the spot where the Newell bridge crosses the river, a little pottery was built on the West Virginia side and operated by the Larkins Bros. This pottery burned down and was never rebuilt. It stood near where the plant of the Homer Laughlin China Co. now stands. The latter is the largest pottery

concern in the world. The company has three plants—one in East Liverpool and two in Newell, the whole comprising seventy-five kilns. The main building in Newell is more than 600 feet long.

East Liverpool has a population of about 30,000, and in normal times between 8,000 and 9,000 are employed in the potteries. Except for a tin mill in Chester, there are no other large industries in the East Liverpool district that are not directly connected with the pottery industry. There is a pottery machinery plant, a mill for grinding flint, and a large lumber concern. The city is a good retail business place, but is sadly lacking in fine stores, and there is not a really good hotel in the place. Lots of business is lost because of the lack of hotel accommodation, as buyers will not stay overnight if they can help it. The Elks Club helps out materially, having twenty-one rooms, all well furnished, and serves fair luncheons and dinners, but no breakfasts. A good street car service connects Newell, Chester and Wellsville, and there are long-distance lines going fifty miles or more through Ohio and down to Wheeling. The city is somewhat handicapped by lack of shipping facilities. The Pennsylvania R. R. is the chief, and practically the only, railroad. Comparatively little use is made of the river for transportation, although recently a new wharfboat has been installed, and next year more freight will be sent by water than has hitherto been the case.

KNOWING FOREIGN TONGUES.

MARKED attention to the need of the study of foreign languages as a post-war trade necessity—especially French, German, Spanish, Russian, and Italian—is now being given by men who are well posted on all matters pertaining to commerce. The position these languages occupy in American schools is of particular concern in certain quarters, and the need of a working knowledge of them for use in foreign trade is in some cases regarded as so important as to be exaggerated. However, it is quite generally admitted that American foreign trade cannot be carried on in the future—because of the probable increased competition with other nations—in the slip-shod way in regard to languages that prevailed before the war.

In an extensive discussion of the question of foreign languages in England and the United States, Chauncey Depew Snow, Assistant of the Bureau of Foreign and Domestic Commerce, explains in considerable detail in a commerce report the findings of a British Government committee that was appointed in 1916 to study the subject in Great Britain. Numerous hearings were held, questionnaires were distributed to about 1,000 prominent commercial organizations and business concerns, and other means were used to obtain all the information possible. The committee's main conclusion, from the evidence heard and the questions answered, was that the knowledge of various foreign languages will prove directly remunerative in post-war campaigns for business in other countries.

One of the interesting suggestions made to the committee, according to Mr. Snow, was that, inasmuch as English is regarded as the world's commercial language—even by the Germans—an attempt should be made to make it universal. The impracticability of this was shown by the report in the assertion that, even if the world at large were willing to make English the commercial language, the amount of trade lost while this was taking place would likely offset any gain afterward. Many of the firms that answered questionnaires asserted that they employed foreign-born clerks in the conduct of their export business, some admitting the employment of Germans before the war. The danger at that is now obvious.

Mr. Snow lays emphasis on the point that in the methods of teaching foreign languages in this country too much attention has been paid to giving students a reading or literary knowledge of them, when an ability to speak and write these tongues is much more essential from a trade point of view. Attention is also called to the fact that even when a person goes to a foreign country with a reading knowledge of the language it does not follow that a speaking use of it will be acquired in a few weeks or even months, although it is much better than entering a foreign field wholly unequipped in this respect.

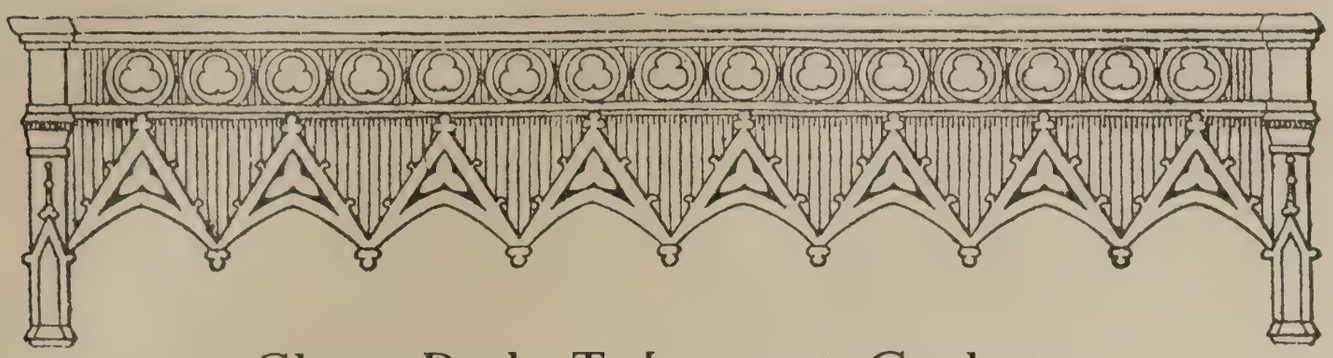
WHERE THERE'S A WILL.

SOMEBODY said it couldn't be done;
But he with a chuckle replied
That maybe it couldn't, but he would be one
Who wouldn't say so till he tried.
So he buckled right in, with a trace of a grin
On his face. If he worried, he hid it.
He started to sing as he tackled the thing
That couldn't be done, and he did it.

Somebody scoffed: "Oh, you'll never do that—
At least, no one has ever done it."
But he took off his coat and he took off his hat,
And the first thing we knew he'd begun it;
With a lift of his chin and a bit of a grin,
Without any doubting or quit it,
He started to sing as he tackled the thing
That couldn't be done, and he did it.

There are thousands to tell you it cannot be done;
There are thousands to prophesy failure;
There are thousands to point out to you, one by one,
The dangers that wait to assail you;
But just buckle in with a bit of a grin;
Then take off your coat and go to it;
Just start in to sing as you tackle the thing
That cannot be done, and you'll do it.

Arab Water Carriers at Luxor, Egypt.



Glass Bath Tubs and Caskets.

AT various times within the last fifteen years different ones have presented the problem to us, and have requested that a solution be furnished, as to what method and means should be employed to commercially manufacture out of glass such articles as bath tubs, wash basins, burial caskets, etc., and usually presentations of these problems have been accompanied by an elucidation on the part of the individuals of the enormous profits, commercial value as well as intrinsic value which such articles would bear, writes Robert S. Frink in the "National Glass Budget." These propositions have, in nearly every instance, been promulgated by promoters or financiers, or at least those who lack knowledge of the physical properties of glass and the difficulties which they must encounter to produce such an article, even from an experimental standpoint, to say nothing of requirements to produce the same on a commercial scale, and apparently they have entirely ignored the numerous difficulties which would rise in the marketing and use of the same.

Thinking that probably the results of some of our experiments, and experiences of those who have worked in this direction, may be of interest to your readers, we venture to supply the same, anticipating that possibly they may operate to cause those who anticipate investing, or have invested, in such an enterprise to weigh these difficulties on the scale of commercialism, and determine in their own minds whether or not a balance can ultimately be effected; and again, for the purpose of possibly arousing a train of thought and inciting inventive genius to consider these difficulties and thereby eventually evolve a method and apparatus which will make possible the production of this class of goods.

For years it has been hoped that glass could be made into all kinds of building materials where imperviousness to acids and liquids became an essential, and where heat-resisting and non-absorptive characteristics were desirable, and particularly is this true in all articles for materials wherein perfect sanitation was the primary object sought. Scollay in 1860 spent considerable time and money in practical attempts to make caskets and bath tubs. Kirs, an Englishman, attempted in 1861 the making of glass pipes, glass faced brick and paving brick, but he encountered the commercial difficulties which are extant with these problems, although he did succeed in producing what apparently was a commercial product. Bedillers in 1878 conceived the idea of constructing brew tanks, bath tubs, burial caskets and even water pipes of glass, and devoted considerable time and energy to the study of the problems which confronted him, but at last gave it up without obtaining any practical success. In 1882 an American by the name of McLean devoted considerable time and energy to perfect means and methods for the making of glass tanks, burial caskets and bath tubs, and theoretically solved, as he believed, those difficulties which primarily attend the object sought, but when he came to put his ideas into practice found it was substantially an impossibility. Atterbury also attempted practically the same thing in 1882; he was an old glassworker, but his attempts were unsuccessful. Curtis, in 1889, made some very elaborate experiments, but was unsuccessful. In 1892 it was suggested by a French glassmaker that water pipes, particularly water mains, should be made of glass. Hayward, an American, again brought to us the problem of making glass faced brick and paving brick and in 1904 did succeed in making some few articles which were put into commercial use, but their use demonstrated the impracticability of the proposition as he had it designed and constructed. Seivert probably came as near to success as any one. In 1901 Seivert was making bath tubs and large tanks of glass which contained a wire insertion, or which in reality was nothing more than our present wire glass formed into shapes as required, but even as experienced and scientific a man as was Seivert, he failed because he did not recognize the physical properties of glass, or the relation of the manufacturing conditions to the physical properties. Therefore, let us now consider some of the reasons for these attempts proving failures, at least from a commercial standpoint.

Glass is a material which is sometimes described as

being an amorphous, homogeneous, vitreous body, composed of silica, soda, lime, lead, zinc, alumina, magnesium, barium and other oxides in varying proportions. This statement is all too with possibly one exception, i. e., it remains to be proven that the glass is all amorphous; therefore, if the whole body is not amorphous it is not homogeneous.

Glass is a substance which, because of its highly vitreous nature, has a very low modulus of elasticity and elongation, and, as a consequence, any differences in dimensions, occurring in any one integral piece of glass has a highly disruptive effect. Therefore, if the piece of glass, of whatever shape and character, is constituted of a material which is not thoroughly and perfectly homogeneous, or is not all amorphous, it is obvious that because of the differential coefficients of expansion which any portions of such glass may have, there is set up within the piece localities or sections which for any change in temperature produce varying dimensional conditions. Therefore, we have a logical explanation for the primary cause of the breakage which occurs in glass articles of large dimension after same are formed.

In the manufacture of any glass articles as large as burial caskets, bath tubs, etc., it is a well-known fact, at least to glassmakers, that the forming of such articles by pressing or blowing can take place within only a limited period of time, for glass becomes during the process of cooling much like taffy, and the nearer it approaches the solidification point, or condition of rigidity, the slower must be the movement of molecules upon each other, or there is produced a condition of rupture, or what is known as "crizzle," or cracks.

Further, when two masses of hot plastic glass, which vary in temperature to a considerable degree, are brought together and formed into an article, that portion which constitutes the junction point of the hot and cold metal occupy different scales of dimensions, and, as a consequence, after the hot glass is cooled to a point of solidification it has created a condition of tension within itself, and has imposed upon the colder portion a condition of compression stress. Inasmuch as glass has a compression strength of from 8 to 20 times its tensile strength, it is obvious that that portion which is put under tension is the first to rupture.

Therefore, in view of these well-proven physical facts, we have first to consider, from a manufacturing standpoint, the making of a glass which is homogeneous, and if it is to be a true glass it must be amorphous, a condition which, in our opinion, is today a commercial improbability, as is evidenced by the results and experiences which our most eminent scientists and glassmakers are encountering in the manufacture of optical glass, for even here where every precaution known to science is exercised to the maximum to prevent and eliminate imperfections as regards these two characteristics, nevertheless, they are only able to produce a glass of which but approximately 10 per cent. will pass inspection and fulfill the requirements of the lens maker, although the masses which they are required to produce are, in weight, exceedingly small as in comparison to that required for the producing of a single casket, bath tub or the like.

In view of these conditions and this experience it would seem logical to presume that one could not manufacture articles which could command no greater value than the article above mentioned, in quantities sufficient, or so perfect in quality and physical characteristics, as to make the production of such articles a commercial possibility, at least not until we have discovered or developed some means, and a method of using the same, whereby glass could be produced to fulfill these physical requirements.

I know that some will come forward with statements to controvert or contradict this reasoning with the assumption, and possibly some small amount of proof in certain cases, that this can be overcome by a proper process of annealing, but this is met, and completely so, by the indomitable fact that annealing does not change composition, even though a process of annealing could be commercially applied which would be so perfect as to eliminate all physical strains, and right here let us present some of the difficulties involved. Let us say that a box of rectangular section i. e., 4 or 5 feet in length by 18 inches in height by 2 feet in width, could be formed in a manner as to make all portions of the metal flow uniformly in all directions, and at a like temperature to all parts, thereby completing the article throughout in a unit period of time. This must be formed in some heat-resisting material, and it must be substantially colder than the glass, as otherwise the glass will adhere to it. If it is colder than the glass, then those areas which bound the corners will have from 4 to 16 times the heat absorption as will those portions which are bounded by two surfaces only. Therefore, we have set up a condition whereby these corners have congealed and become solid, at least in a portion of its thickness, before other portions have arrived at the same temperature, and consequently the same dimensions. This obviously will produce severe compression strains in these sections, while in the flat portions formed by two surfaces of absorption we will have tension strains.

Now let us assume that this article is placed within an oven, or heating receptacle, and is gradually raised to a temperature where these strains will have been equalized and again cooled at a rate and to a degree where it is presumed they will so remain. The article to be subjected to this temperature must rest upon some form of support, and if placed in its upright position, i.e., on its bottom, then these same areas are subjected to the same differences of temperature with

the exception that the bottom will be heated at a slower or faster rate than will the side walls, unless some one can conceive of an apparatus and method of operation whereby a uniform heating and cooling effect can be produced.

Again, assuming that such annealing conditions are possible, it becomes imperative that in order to completely eliminate and relieve all strains, the glass must be raised to a temperature whereby it shall become sufficiently soft, or at least whereby the molecules become free from their stress against each other and to so move upon each other that they may form the new and equalized dimension, which, so far as we know, is a commercial impossibility. However, this must be accomplished, or a glass must be produced which has a modulus of elasticity sufficient as to withstand the strains which are set up because of these differential dimensions, or one which has a sufficiently low coefficient of expansion that these strains will not be produced in the ranges of temperature within which it is manipulated.

The first instance as yet, we believe, is unknown, and appears to be substantially impossible. The second instance we have, to a considerable degree, been able to produce, however, its production involves conditions, materials and requirements which project it outside of the realm of commercial possibility for this class of goods, and the third instance calls for such heavy expense in melting and forming of the glass as to make it commercially impracticable.

Again let us assume that we have been able to accomplish or substantially solve all of the problems of manufacture, we then have confronting us those requirements involved in the handling, shipping and using a vitreous, non-elastic fragile substance, which must be handled with extreme care, which must be shipped in containers that will occasion an expense very closely approaching the cost of manufacture, and we would have to educate the users as to the limiting conditions which would have to be observed in order that we should get the article to in any way fulfill its preconceived requirements, and what would this involve if applied to a wash bowl, bath tub or burial casket.

SELLING EARTHENWARE ON THE WHARF AT SALONICA.

In recent years again various attempts have been made, and some of them on a large scale, to manufacture these glass articles, particularly burial caskets, bath tubs and lavatory equipment, but, so far as we are aware, failure has been the result in every instance. In some instances companies have been organized with large capitalizations and stock has been sold to any one who would buy; plants of good size have been erected, and apparently the company was in a prosperous condition. However, all of this was brought about because of the exhibition of a model showing the product which they anticipated producing, but when they attempted to commercially produce the articles in full size and of the shape and character as to make them useful, it was found that innumerable problems presented themselves which the making of their model did not suggest, and failure and inevitable financial losses resulted.

EVOLUTION OF THE LAMP.

ONE can easily imagine that man had tenanted the earth for but a very short time when he found it necessary to possess some means of providing himself with artificial light. Indeed, his discovery of the wonderful element, fire, which doubtless occurred at a very early period of his existence, could not fail to lead up thereto, for it would obviously be then but the easiest and most natural of all things that he should snatch a lighted brand from the flames which he had kindled to furnish him with a substitute, however feeble, for the glorious light of the sun when heaven's great luminary had sunk to rest.

But here he may be said to have stood still, for he does not appear to have gone beyond the torch stage of his history for centuries afterward, and there are many savage races at the present day who even yet have advanced no further. Indeed, the progress made by man in respect of artificial light until the early part of this century was extraordinarily slow.

Lamps, it is true, were in general use among the Jews, Greeks and Romans, and the other great nations of antiquity, but they were of the rudest description, and consisted for the most part of a simple vessel which held oil, grease or wax, from the surface of which projected a wick.

The light obtained was of the feeblest description, the flame had no protection whatever from the wind, and the smell which arose could only have been rendered endurable from the fact that "use is second nature."

The Greeks and Romans lavished much artistic excellence upon their lamps, making them with one wick, two wicks, or thirty or forty wicks. But they did not improve their construction one step, and to all practical intents and purposes they were no better than the saucer of tallow with its floating cotton which may yet be found flaring and guttering and smoking in some of the out-of-the-way corners of our far western land.

The seven-branched candlestick placed in the sanctuary by Moses and those afterward prepared for the temple by Solomon were crystal glasses filled with oil and fixed upon the branches of the candlestick, while in private houses the lamps were generally placed on high stands which rested upon the ground.

A very common form of light among the Jews—and which we are told by antiquaries is more often than not intended by the word "lamp" in our Bibles—consisted of a sort of advanced torch made of iron or potter's earth, around which was wrapped old linen which required to be moistened from time to time from the vessel of oil carried by the person using it.

This was the light used by Gideon and his 300 men. It was also the "lamp" of the wise and foolish virgins and will explain the reference to oil in the parable.

After the lamp came the candle, whose modest ray we are inclined to regard with a considerable amount of kindliness and esteem. But for the candle the dark ages of the world would have been dark in a still more literal sense than they already were, and to this humble servant civilized mankind was indebted for the very best illuminant it possessed, certainly up until the latter end of the eighteenth century, and probably right up to the time of the invention of gas.

The Romans possessed an inferior sort of candle which was made of strings of paprus or rush dipped in pitch and surtion were not made until a much later period, and Alfred the Great of England has the credit of being the inventor of the horn shield for the flame, and consequently of the "lant-horn."

One proof of their value is the fact that previous to the invention of the Argand burner, 1784, lamps had entirely fallen out of use, a glance at the prints of that period being sufficient to convince one that candles reigned supreme, not only in the houses of the people, but in the churches and in all other places of public assembly. Candle-making at that time also formed a part of the education of every housewife, and the candle-box was to be found in every household.

In 1748 came M. Argand with his improved lamp. This was the first attack upon the dominion of the candle which could cause that luminary any alarm.

Later on appeared an inventor with his coal gas, when the poor candle received a deadly thrust, and in later years paraffin and petroleum put in their appearance and drove it, utterly routed, from the field.

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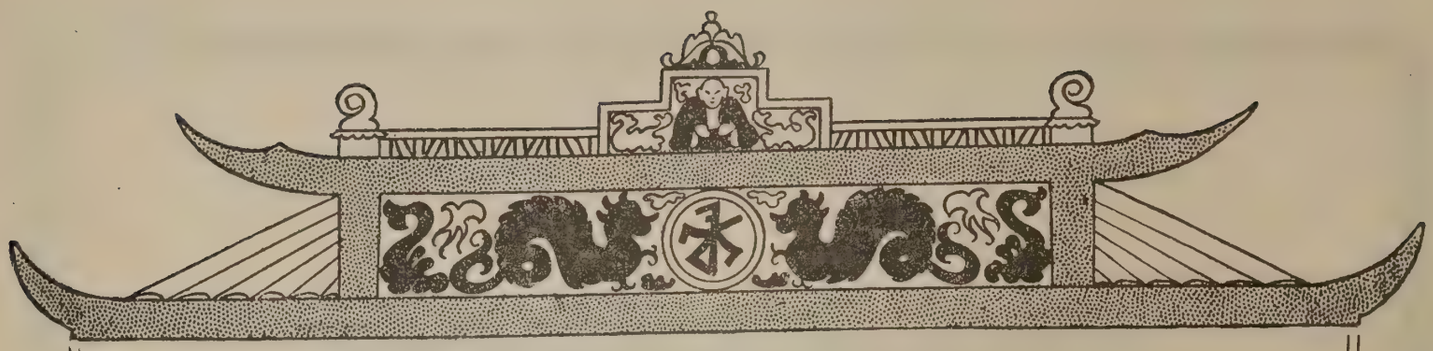

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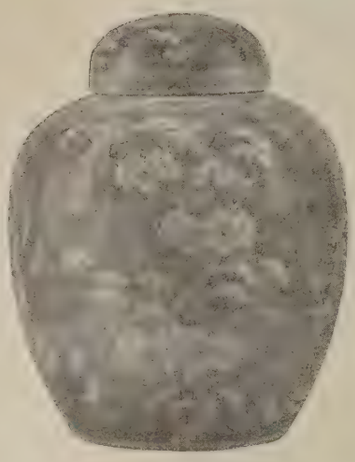

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AFTER another strenuous and difficult year it is to be hoped the pottery industry is approaching better days. It is a peace industry—one that may be used to partly take up the slack from the release of men engaged in war enterprises.

During all the three years, while curtailed production and increased demand rendered good service impossible, there has been some compensation in the patient consideration and intelligent understanding of conditions displayed by the trade. There may be a further draft upon good nature through the reconstruction period, and until the American potters are fully prepared to replace the old demand for German and Austrian china, which it may be assumed are out of the market for a generation at least.

With continued encouragement of the trade there is no good reason why the American potters should not shortly meet all the requirements of the country in Earthenware and China, and make a strong bid for export business. This will help a little to win the international commercial war for which the world is now mobilizing.

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Color Effects on Pottery.

NEARLY everyone, however unobservant he may be, must have noticed the peculiar sense of pleasure produced by a thin line of vermilion in any scheme of wall or ceiling decoration. It is not easy to explain; yet it is none the less real. Certain combinations of blue and green produce a mental result akin, but not of quite the same acute character. All decoration should aim at producing this sense of joy and pleasure. This is as true of pottery as of all other articles used by man and capable of decoration. In potting the aim of the decorator should be to produce pleasure to the eye by the form and color of the pieces. In these notes it is not the purpose of the writer to dwell on the question of form, but a few suggestions and, it is hoped, aids in color will be given.

About fifty years ago the art of Japan began to influence pottery decoration in England, says the "London Pottery Gazette," and a brisk trade in Japanese wares began and had a wonderful run. Then arose the æsthetic school, the "greenery gallery," that was so common and so foolishly ridiculed, though the people who ridiculed it were often enough too stupid to see its beauty. Then there came to England a flood of wares in colored glazes from the south of France—spotted, speckled and ring-straked. The factories situated near to Nice were very successful for a time, and then the style passed away.

The characteristics of the Japanese ware were many —transparent glazes, variegated and irregular, the use and development of crackles, the contrasts of opaque and transparent glazes, and also slip decoration.

For the present let us confine ourselves to transparent glazes and their application. Transparent glazes vary much in character. We all know how by very low relief modeling some of the most exquisite results may be obtained. Many must have seen the remarkable portraits in which the glaze produces the result of light and shade by its depth or lightness; but a curious feature is that these same glazes applied to large, flat surfaces give for the most part exceedingly poor results, and other glazes that on relief ornament are valueless, when massed on large, flat surfaces produce a fine sense of color and strength. This depends on the nature of the glazes, the first being made in a different manner to the latter, though both are transparent.

Very pleasant decoration may be obtained by methods of dipping; here much depends on the skill and taste of the manager, or whoever is responsible for the production of the ware. Certain conditions are necessary and must not be overlooked. The glazes must have the same fusion points, and they must be glazes that will "run" when fired to a certain temperature. The vases must be chosen, too, for the purpose; tall vases of amphora type or cylindrical form lend themselves best to this class of decoration, or vases with flat, broad, sharp shoulders, one effect being produced on the flat shoulder, another on the curve and down the side.

A very good result may be obtained by taking a tall vase and dipping two-thirds of its length in a bright canary yellow glaze. Suppose the vase to be ten inches high; dip it from the foot upwards, say seven inches, then reverse it and dip it from the mouth downward for four inches in a royal blue. You will then have three inches of the top of the vase dipped in a royal blue glaze, one inch below in both yellow and blue, the blue being uppermost, and six inches dipped in canary color. Such a vase, if given a sharp fire, will produce a parti-colored decoration. The top will be a bright blue, then an irregular and wavy band of green, and below an intermingling of blue, green and yellow, and after a little experience in the working of the color glazes and their manipulation by the dipper exceedingly pretty results may be obtained. A good result may be obtained by dipping the upper part of a vase in rich crimson glaze and the lower part in the canary yellow spoken of above; if the yellow glaze is a raw glaze in which red lead is used exceptionally brilliant results may be obtained.

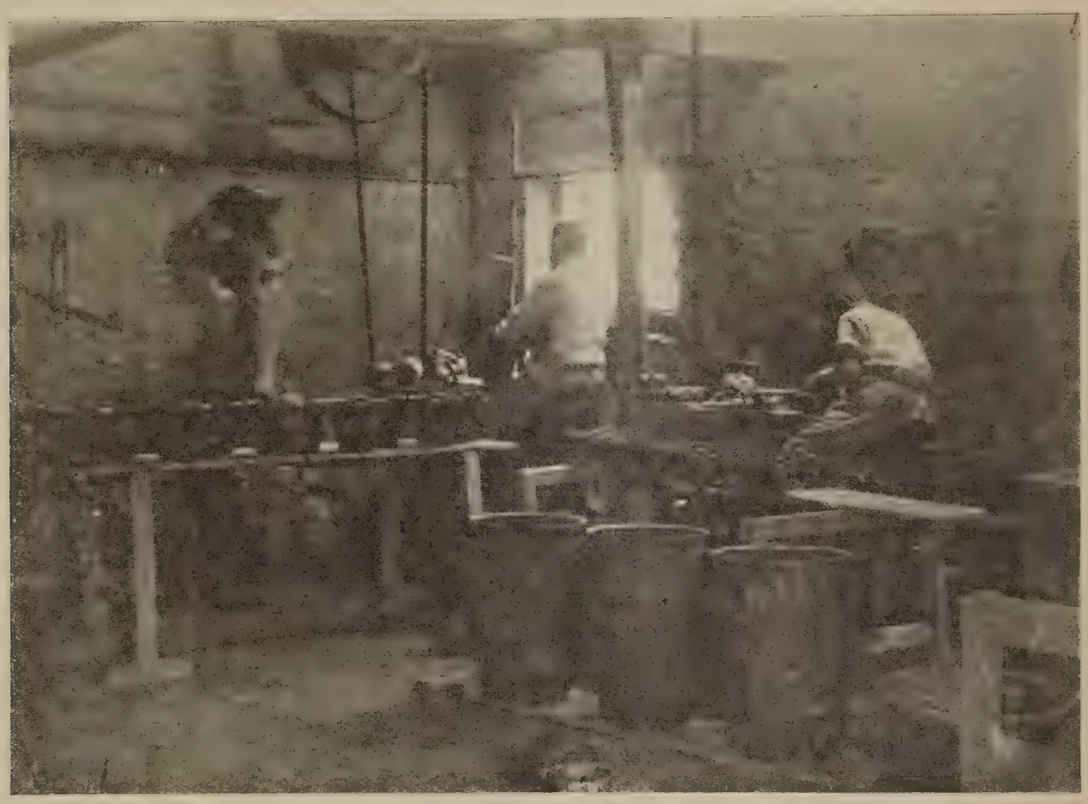
The great point is to contrast two harmonious glazes and give them sufficient fire to cause them to flow freely, as much of the effect is produced by the flowing of the glaze. A dipper may become very skillful in so arranging the thickness and strength of his glazes as to produce fine blendings of colors, but for this no written instructions

are of avail; it can only be arrived at by carefully noting differing methods and their results.

Another fine effect may be attained by dipping the top of the vase in a deep dark bitumen, or red brown, and the lower part in a fine amber. The blending of the two colors will produce quiet but very restful results.

Many manufacturers find it difficult to avoid crazing in their wares when soft, colored glazes are used. These crazes may be turned to advantage sometimes in some classes of ware. It is well known to nearly all that glazes fired at a low temperature will craze very badly; if the same pieces are fired at a higher temperature the crazes disappear and the ware becomes flawless. In the pursuit of effective pieces for decorative purposes this may be kept in view. Let a piece of ware, a simple form of vase that has had a very easy biscuit fire, be dipped in a soft yellow glaze containing much lead and fired; the piece will almost certainly craze very violently. If the ware is thrown it will craze in spirals that follow the "wreathing" of the thrower. Then, when the piece is crazed, dip it in biscuit crimson oxide or "stain," the dipping mixture being not too thick; remove the piece and let it stand for a few minutes. The biscuit will absorb all the moisture on the piece, through the crazes, and in doing so will draw the color to the crazes. The crazes being very fine cracks, the color cannot pass through, but will remain quite dense on the lines of the crazes and almost disappear from the face of the glaze, except on these lines. The ware will then have the appearance of being covered with a network of fine lines. This, when fired—and it must be given a fairly hard fire—will produce a striking effect; and as the glaze always moves a little, there comes to the crimson coloring a softening effect which is very fine.

Another fine result may be obtained by the use of biscuit white enamel. Excellent effects may be obtained in this manner, and some most beautiful pieces have been so produced. This is a decoration that requires some skill and observation to produce effectively, and it is by no means so much the product of chance, as some have supposed. This biscuit color, as it is called, is a hard white enamel, and is peculiarly suitable for the kind of decoration suggested, and, when the proper thickness of the glaze has been attained, then the effect is like a light tracery of color on a dark background of a similar color; it must be understood that the body of the ware must be red or very dark buff, but red is the best—a body suitable for jet. The glazes, too, that have been used have been the ordinary soft lead majolica glazes. One very suitable glaze is the green used for the vine leaf dessert dishes, which is known sometimes as copper green. It might be noted that "flowing" glazes have as a base stone and flint; for non-flowing glazes felspar must be used. So much is this the case that glazes have been made and used on tiles which, when



AT THE WHEEL.

fired on their edge, did not budge, nor was the slightest "roll" to be seen at the foot. Limpidity and fluidity are, of course, very important in the "flowing" decorations.

The factories previously spoken of in the south of France were situated in a country where the opaque tin glazes were well known. It was therefore natural that they should try experiments in producing agate, tortoiseshell and flowing effects with these glazes. The *modus operandi* was to dip the ware in some soft, transparent lead glaze; the body of the ware being red, the result was that a red body dipped in a light brown, transparent glaze produced a very dark brown vase. Now, the opaque tin glazes used in France, Spain and Italy are very soft, and if upon a vase which has been dipped in a brown glaze before the vase is fired a quantity of this white opaque glaze is dappled on the top and shoulder of the vase, and then on the top of the white glaze a very thin wash of the brown glaze is applied, the vase, after firing, presents the appearance of one which is parti-colored in light and dark brown, and as the whole of the glaze flows down the vases a certain regularity is given that redeems it from the appearance of a mere hotch-potch of color. It will be remembered that nearly all the vases so decorated were tall, narrow forms, onion bottles with long, straight necks, or amphora shapes; and, as these two types will provide an endless variety of most graceful forms, they can be strongly recommended for this purpose. This style of decoration was called by the French "Jaspé," and for a long time had a very great run among the cheaper decorations of colored glazed wares.

Firing produces sometimes curious and unforeseen results. There is an amber glaze very pure and in much use by many. Now, if this glaze is dipped on a red body and overfired, or given a fire approaching to destruction, the glaze becomes opaque and has a curious sandy-speckled look identical with a Japanese color that was lost. In itself it is not very striking or attractive, but it may be used to produce some pleasing results. The curious feature is that this glaze gives one result on a red biscuit and another on a white.

"SLIPPING" LARGE PIECES.

If a red vase is dipped in this amber glaze and fired as described, then dipped in the copper green and fired again, the result is very pleasing—a rich moss-agate sort of result. But if the same procedure is followed on a white body the result is very different. It becomes a pale green, shot with golden-yellow speckles, distantly reminding one of aventurine. It certainly would not occur to the ordinary observer that the processes were identical and that only the body was different.

Crimson glazes are all opaque or semi-opaque, owing to the presence of tin oxide. They vary a little, some presenting an appearance of transparency; but it is only

apparent, as they are not really more transparent that the others. Red lead has a strong effect on crimson glaze, and nearly every glaze that contains unfritted red lead improves the brilliancy of the crimson glaze. These facts are worth remembering when arranging combinations of glazes for vases that are parti-colored. A very fine combination may be obtained by contrasting crimson and canary yellow. Dip first the lower part of the vase in a canary yellow glaze, as mentioned previously, in conjunction with the royal blue. Let the proportions as to dipping be the same as in the blue-yellow combination. Then dip the upper part of the vase in the crimson. When the glaze has stood till the moisture has nearly been absorbed, wash a thin wash—very thin—of the canary yellow over the crimson, and give a hard fire. The result is very striking and distinctly attractive. Crimson treated in this way is always very brilliant. There is little doubt that it is the raw red lead in the yellow glaze that intensifies the brilliancy of the crimson color.

Crimson and Rockingham brown give also very good results, the curious feature being that the vase presents an appearance of crimson, brown and pale yellow. Sometimes also white streaks appear, the tin in the crimson glaze apparently having returned to an oxide.

It cannot be too strongly insisted that to procure good results on the lines indicated experiments must be persevered in. The firing, the dipping, the character of the glaze, are all essential to success, but the difficulties are not very great, nor need much expense be incurred in the initial stages.

Perhaps for vases for experimenting the best forms are a cylinder three or four inches high and an inch-and-a-half or two inches in diameter, or small onion-shaped bottles having the cylindrical stalk an inch in diameter and four inches high, on a bulb two inches in diameter. On this latter shape the effects on the vertical and horizontal surfaces may be noted.

A fine result is obtained as follows: A vase of red clay or terra cotta body having been dipped in a fairly thick green glaze—the copper-green previously mentioned—take a large camel-hair dabber and apply the biscuit white previously mentioned. The white must be applied below the shoulder of the vase and worked upwards. Work around the vase, letting each brush-mark be separate and distinct. On the shoulder, in irregular blotches or patches. Then wash over the whole of the white patches with a thin wash of the green glaze. The result is very beautiful. All around the vase it should look as if it was wreathed with green feathers. Another good result can be obtained by giving the white a wash of flowing blue.

A fine and striking result may be obtained by using a Rockingham glaze instead of the green, and scumbling the white over with brown and blue; a more beautiful agate effect can scarcely be imagined. The success of this kind of decoration depends on the skill with which the biscuit white is applied to the vase, some workmen being much more skilful than others. It has been noticed that, where four or five youths or girls were working, applying the white and other colors to the ware, each individual produced a slightly different result; nor was it easy to determine the exact causes for the difference. Some would produce long, silky, fluffy-looking patches of color, and perhaps the worker sitting next would produce a sharp and hard result, the edge where the white joined the colored glaze being clear and well-defined.

The biscuit or hard white enamel may be used to produce some very pleasing and uncommon results, according to the manner in which it is used. This enamel has a tendency to set hard if allowed to dry after slopping up for use, and then requires a good deal of labor to bring it back to the condition it was in when rubbed up. If a vase dipped in blue, green, Rockingham, or a bitumen glaze is dipped in this enamel while it is in the gritty condition, a decoration may be obtained that looks as if the glaze is shot with beautiful fine lines of light color on a dark background. This result depends on the "running" of the glaze. All the glaze must be limpid and transparent to produce the best results.

The color decorations spoken of above have all had relation to vases and bowls, and pieces having sides more or less vertical; but some admirable results may be obtained on flat surfaces, especially tiles. For this purpose tiles in red clay are most suitable, as they give a strength and depth to the colors which cannot be obtained on white tiles. Dip a red tile in dark brown or Rockingham glaze, then dapple it with splashes of the white enamel, as irregular and uneven in thickness as possible. Then dapple again the white enamel with patches of color—blue, and green, and amber. The result will be a wonderful resemblance to agate. Some time ago a series of tiles ornamented in this way were submitted to experts, and they admitted they had never seen anything so striking or brilliant before.

In working up decoration on the lines here suggested it cannot be too strongly insisted that a little experience is required, and close notice should be taken of the different methods employed. The application of the white is simple enough, but still requires knowledge; being intensely opaque, it requires flat surfaces, thinning at the edge, or there is a tendency to a hard, sharp line. On the sides of vases the glaze, flowing down, carries off a little of the white, and this gives the required softness. The indications here given may be indefinitely extended, and a great many combinations may be made.

CLERKS who lose their temper easily will help your business more by working for your competitor. An uncontrolled temper is a great detriment to a store.

Plaster Cast of a Study by Nathan Potter.

The Development of Low Expansion Glasses.

LOW thermal expansion coefficient in glass is useful mainly because it carries with it the property of withstanding sudden heating and cooling without fracture. The expansion is one of six factors which determine the ability of the glass to resist such treatment. This coefficient of thermal endurance is proportional directly to the tensile strength and to the square root of the heat conductivity and proportional inversely to the expansion coefficient and to the modulus of elasticity and to the square roots of the specific gravity and of the specific heat. The expansion can be varied over a very wide range. Disregarding quartz glass and speaking only of glasses which can be melted and worked by the usual methods, the expansion of glass now can be varied in the ratio of six or seven or more to one. There is no reason to think that any such range is possible with respect to the other properties mentioned.

Ordinary lead glass has a linear expansion coefficient of 0.0000092 while lime glass is somewhat higher. Glasses are made without difficulty having expansions as high as 0.0000130 or 0.0000140, copper by way of comparison being 0.0000175, iron 0.000013. Going down the scale, we find the Jena normal thermometer glass 19''' at 0.0000085, and Jena borosilicate thermometer glass 69''' at 0.0000064. The well-known brands of laboratory ware are made of glass having expansion from 0.0000055 to 0.0000075. A glass recently developed in America which is finding some application for laboratory ware and for culinary utensils, although the bulk of it goes into battery jars and lantern globes for railroad purposes, has expansion of 0.0000032. This expansion is practically the same as that of the best porcelain and the glass makes a satisfactory permanent seal with porcelain. Quartz glass has an expansion of 0.0000006 to 0.0000007.

The glass maker who endeavors to reduce the expansion of his glass soon encounters the serious difficulty that as expansion decreases, fluidity is likely to decrease also. The glass of low expansion tends to become very stiff at the ordinary glass-melting temperature. This is obviated to some extent by the use of boric oxide, but this has its limitations not only because the expansion of the glass passes through a minimum and begins to increase again as the amount of boric oxide is increased, but also because boric oxide, used in large quantities, affects the stability of the glass very injuriously. One successful low expansion glass containing an unusual percentage of boric oxide was slowly but completely soluble in water. Jars of this glass ⅛ in. thick went to pieces with water in them in two or three months, while acid ate through them in a few days, and yet the glass was perfectly satisfactory for certain service and hundreds of tons of it were used.

Two glasses of equally low expansion will not, however, in general have precisely equal viscosity and it is by taking advantage of slight differences in viscosity when the expansions are alike that the most favorable relation between expansion and meltability is worked out step by step.

The expansion is measured by the method of Holborn and Day in a water-jacketed electric furnace consisting of a horizontal porcelain tube wound with resistance wire. Within the tube is supported horizontally a rod of the glass to be measured, about 3 mm. in diameter and 25 cm. long and pointed at each end. Directly beneath the pointed ends of the rod are vertical openings in the bottom of the furnace through which, by means of totally reflecting prisms, small telescopes can be sighted on the points. Crosshairs and a micrometer screw on each telescope fix the position of the extremities of the rod and so its length. The temperature cold is determined by means of a thermometer thrust into the end of the porcelain tube and hot by means of platinum platinum-rhodium thermocouples which extend half the length of the tube. The temperature is carried usually to 350° C. or 400° C. and the expanson coefficient as determined is accurate to a few tenths of one per cent. which is adequate for the purpose.

A more direct comparison of coefficients of thermal endurance which requires less time than the expansion

measurement, is made by heating eight or ten glass rods in a vertical electric furnace to a definite temperature and then dropping the rods all at once into water by removal of the supporting asbestos slide. The temperature at which 50 per cent. of the rods fracture is a figure which for purposes of comparison represents the coefficient of thermal endurance of the glass in question.

The softening temperature is measured by a method similar to that described by Dr. Schaller of the Jena laboratory. A thread of glass approximately 1 mm. in diameter and 23 cm. long is suspended vertically through a small electric furnace in such a way that the thread is heated through the upper 9 cm. of its length. The temperature is raised and noted at short intervals and as the thread elongates of its own weight the movement of the lower end is read off on a scale and plotted against the time. The moment at which the thread was elongating at the rate of 1 mm. per minute is read from the curve at a glance and the temperature of the upper part of the thread at that moment is taken as the softening point of the glass. This is, of course, an arbitrary point.

This method gives us the viscosity at low temperatures and is useful in determining the sealing qualities of a glass. It does not, however, gives us as much information as we should like regarding the viscosity at high temperatures, which goes far toward determining the ease of melting. Behavior when worked in a hot flame gives some indication on this point.

The workability of a glass depends on its freedom from tendency to crystallize, on its viscosity curve, and on its surface tension. The glasses which are most satisfactory in the hands of the glassworker are those which remain pasty through an extended range of temperature. It is this possession of a viscosity curve which is low at comparatively low temperatures and yet does not decrease rapidly as the temperature rises which gives lead glass its advantage in the construction of electric incandescent lamps and other apparatus. The lead glass after being sealed to wire or other glass as it cools remains soft to a low temperature and thus can yield to stresses caused by uneven cooling or unequal expansions and can cool without strain. Lime glass is more like a crystalline substance, which remains rigid until a definite temperature (its melting point) is reached, when it at once becomes very fluid. The viscosity curves of such glasses cross, and the lead glass which is softer, that is, less viscous than the lime glass at low temperatures, is harder or more viscous at high temperatures. This is easily shown in the pull-test, which is a simple method used by the glassworker for comparing the working qualities of glasses. The two glasses in cane or tube of the same diameter are sealed together and heated as nearly alike as possible and are then removed from the flame and slowly pulled out a few inches, the joint being first slightly blown up in the case of tube. The harder glass will have greater diameter at the joint than the softer after pulling out. This is a sensitive and very useful method for checking up the uniformity of different lots of glass. In this test as already indicated the result in the case of glasses which differ widely in composition may depend on the temperature of pulling. A lead glass which appears softer than a lime glass at low temperatures may turn out to be harder than the same lime glass if the test is made quickly when the glasses are very hot.

The tendency to crystallize is determined by a method described by Schaller. A number of small crucibles containing the glass under investigation are maintained at a low temperature favorable to crystallization for a definite time, and the proportion of cases in which crystallization begins is taken as a measure of the tendency of the glass to devitrify.

Resistance to attack by reagents is most accurately measured by forming beakers of the glass and subjecting them to the solvent action of redistilled water on the steam bath. The temperature thus attained is about 80° and the usual time is 48 hours. The solution is evaporated in a small platinum dish and the residue weighed. Nonvolatile matter in the water used is determined and allowed for. Titration of the alkali dissolved instead of weighing is sometimes permissible but should be employed only for the comparison of similar glasses as the assumption is not always warranted that the alkali found is proportional to the total amount dissolved.

On the other hand, neither the alkali nor the total solids dissolved from the glass will in all cases answer as index to the serviceability for the reason that some glasses leave more opaque residue on dissolving than others do. The glass which is less soluble may become more cloudy when attacked by reagents than that which is more soluble. For comparison in this respect we find a steam digester useful with pressure at about 100 lbs.

A rapid method which has been very satisfactory consists in enclosing a short length of glass rod with 10 cc. distilled water in a steel tube provided with screw cap and maintaining at a temperature of 180° C. for 2 hrs. The alkali in the water is then titrated. Eight or ten of these tubes are run at one time.

An unexpected result when the glass baking dishes were put into service was the fact that baking took place more rapidly in them than in dishes of the ordinary materials. Investigation developed a sufficient reason for the phenomenon but the fact was nevertheless very surprising. Metal reflects according to various authorities from 83 to 99 per cent. of the radiant heat which strikes it, while glass reflects only 3 to 14 per cent. The radiation and not convection or conduction is the preponderant factor in baking was established by the following experiment:

The reflectivity of a glass baking dish was changed in

part from that of glass to that of metal by silvering in a thin film on the outer surface in alternate quarters. A cake was baked in it in an ordinary kitchen oven heated by a gas flame. Where the cake had been protected by the metal coating, the bottom after baking was light-colored, sticky, and imperfectly baked, while in the other quarters it was brown and well done. As the cake was turned out bottom up the quartering was plainly visible on it.

ANCIENT GLASS MAKING.

WRITING on the subject of ancient glass-making in a recent issue of the Pittsburgh Dispatch, Samuel J. Tucker says: Glass is in existence to-day that there is every proper reason to believe was made in Egypt 5,000 years before the birth of Christ. The art of glass blowing was probably unknown for centuries after glass was first made, and undoubtedly the material was first molded like other liquified solids. But the art of glass blowing is also very ancient, and had an existence probably 4,000 years before Christ. The art of blowing is plainly depicted upon the tumuli of Mastaba of Tib at Memphis, and these tombs were built more than 5,000 years ago. In the picture upon them the blower with the tube in his mouth, just the same as the present day, is seen squatted before his furnace, and from the detail and perfection of knowledge of the art evidenced in the ancient pictures it is readily seen that glass blowing was no new thing with the people of that time and region. The glass blower of that day made vases, beads, ornaments and bottles.

Bottles were among the first things glass was used for, and yet bottle using, as we know it to-day, is comparatively of very recent origin. In the ruins of Memphis, built by Menes, the first king of Egypt, at least 5,000 B. C., mummies were found with glass beads about their necks and bottles stored away with them.

The ancient cities of Tyre and Sidon were noted for their beautiful productions in hollow ware, flasks and bottles. Some fine specimens of bottle blowing have been found in the ruins of Nineveh, which were destroyed 625 years B. C., and from the palace of Babylon at Kars have been dug bottles of gilt glass. M. Botta found among the ruins of Nineveh a round glass bottle with black drops melted on to the neck, which is the earliest specimen of the "tear-sown" flasks that afterward made Venice famous.

The science of bottle using probably originated with the Romans, but was quite limited even among that progressive people, and had its first strict commercial importance among the Venetians, while to France belongs the credit of bringing the glass receptacles into everyday use. The bottle for holding liquids came into general use during the sixth and seventh centuries. But it was never used in transporting—being a household utensil only.

Bottle goods did not creep into commercial life until the sixteenth century, and France has the credit of first using glassware for this purpose in the shipments of her wines.

The ancients had a varied knowledge of the glass business. They manufactured plate, blown and pressed glass, though it is doubtful if they understood how to grind it. Among the ruins of Pompeii have been found window lights 6 x 8 inches. They were evidently cast, and are opaque. The art of blowing and flattening window glass is of comparatively modern origin, and it is said to have been invented in Bohemia.

The old Egyptians used molds for blowing and pressing. A favorite form of pressing glass with them was by sinking a die into a mass of pasty glass. The Egyptians manufactured bottles of various kinds, vases, mosaics, imitation pearls, colored glass, glass eyes for figures, and a number of articles of ornament and luxury. Window glass was unknown to them.

The Phoenicians, who were the second people to make glass, excelled in articles of ornamentation. They began about 4,900 years before the birth of Christ.

In the British Museum there is a green glass bowl made in Assyria bearing the name of King Sargon, which places its manufacture at seven and a half centuries before the Christian era. Glass was also made at Carthage at an early day, and one of her workmen has left his stamps upon time at his tomb in Lyons, where M. Deville found the inscription, "Jules Alexander, Africanus, citizen of Carthage, artist in glass," and M. Deville concluded that Jules started on a tramp from Carthage to Lyons about 150 B. C. Glass was manufactured in Greece probably about the same time it was in Carthage, but it never reached a high state of perfection there.

Rome is supposed to have entered upon glass making only some 300 or 400 years before the Christian era. She brought it into the empire along with her other conquests. Alexander Severus, 220 B. C., levied a tax upon its manufacture within the imperial city, and in the reign of Tiberius the glass makers had an entire street to themselves in the Porta Capena.

The Roman glass works then shipped to all parts of the civilized world; and specimens of their productions are to-day found throughout Europe, and even in Ireland. When Rome commenced to decline and her great people fled to Byzantium they took with them their glass industries, and Constantinople became the greatest glass manufacturing city in the world. This prestige it held up to the tenth or eleventh century, and when it entered upon its decline and fall the glass-blowers fled to Venice and there established what afterwards grew into the celebrated Venetian glassware.

LANDING THE ORDER.

By an Old Salesman.

I MADE my most difficult sale by violating the so-called ethics of my profession. To begin at the beginning, a certain leading hotel was about to replenish its stock of stemware, and I was requested to submit samples through a retail house. This I did, along with some five or six other concerns. I heard nothing more of the transaction until the "underground" got to work, and the story given out was that another house was to get the order. This house was new in the manufacture of stemware, and located in another city. The fact that I was to lose the order was of little moment; but the idea of a concern unfitted to properly fill the order, and the money going to another city, "stuck in my craw."

I at once sought an audience with the man responsible for the placing of the order, and was met with the statement: "You are too late. Why didn't you come here before?"

"Really," I replied, "I should not be here now, for I have no interest in the transaction other than to see you get the best possible value for your money."

This mysterious remark caused the buyer to ask for further information, and I told him the facts: the concern was new in the trade, with small output, and had not the assortment of the house I represented. Also the hotel was located in my city, and a local man should be favored.

"I am sorry," said the buyer, "but it is too late—the order has been given."

Clutching at straws, I asked to have another comparison made. I said: "Place my samples side by side with the goods selected, and let a disinterested person pick out the best."

The buyer, who had a good run of sporting blood in his veins, agreed, and telephoned the concern to whom the order had been given for another display of the samples submitted.

He was told they could not grant his request. The samples had gone back to the factory.

This lack of accommodation iritated the buyer, who insisted, and at last was rewarded by a messenger being sent from the factory with two suit-cases filled with samples.

In the meanwhile I had arranged my samples, spick and span, to the number of two barrels, or about five styles to every one shown by the other house. A disinterested party was called in, and without hesitation selected my numbers at a rate that made me think some sort of a joke was being played on me. But the selection was really honest.

During the test a water bottle of my competitor was much admired, and the buyer, remarking that it was a very graceful design, asked: "What have you in your samples to match it?"

"It is a wonderful bottle," I replied; "but not made by the firm in question. It is an imported bottle —'stuffed' to make the line complete."

That was the last straw, and I was told: "You win."

I secured the order, amounting to several thousands of dollars, with an added revenue per year of almost as much, and accomplished it by going out of the beaten path and not quitting even after I knew another firm had it as good as booked.

THEIR OWN TOY MAKERS.

"MADE by children in the United States." This is a new label which will appear on toys you will buy this Christmas for the kiddies. The domain of the traditional German industry has been invaded by the modern "babes in toyland."

The work, which is a Junior Red Cross movement, is being widely followed in the West, and will probably soon become a nation-wide movement. In Los Angeles and in Milwaukee the children are selling at standard prices wooden playthings which they have made in the schools.

Many New York schools which have already put their training in designing, construction and manual training into practical use may widen the scope of their work to include wooden camels and ducks, cardboard sheep and windmills, and all the well-known figures of the Mother Goose family.

In Milwaukee, where the plan started, the children have become so enthusiastic that the teachers are convinced that 4,000 toys will have been put on sale by the pupils by Christmas. No advertising has been found necessary to make the sales popular.

"The work brings out many ingenious and original ideas," one principal said: "It is worth more to the children to make their own toys than hours of study in methods of construction and design."

For the most part, the toys are made with a view to realizing various lessons. Sets of toys show types of foreign villages. The Dutch village is especially popular, with its windmill, its bulkily-shod and much be-skirted Dutch kiddies. Quaint figures are carved and painted in the national garb of the Allies. Nursery rhymes are shown in wood and colorful paint. No familiar fairy tale figure from Bluebeard to Cinderella is omitted.

The Los Angeles Junior Red Cross members seem to run more to the patriotic toys such as the French children are designing. The marine, the soldier and the sailor overshadow the nursery friends, and Red Cross Ambulances are camouflaged saving banks,

THE

W. S. George Pottery Co.

. . . MAIN OFFICE . . .

East Palestine, Ohio,

MANUFACTURERS OF

High-Grade White and Decorated Semi-Vitreous Porcelain Dinner Ware in Derwood, Radisson and Iris Shapes, White Granite Ware in Cable Shape, and Semi-Vitreous Hotel Ware in half-thick Welded Edge.

"ASK FOR GEORGE'S, AND TAKE NO OTHER."

Exclusive Lines
FOR
Exclusive Jobbers
IN
Exclusive Territory.

Accept our best wishes for a Happy and Prosperous New Year.

Factories—East Palestine, O.; Canonsburg, Pa.; Kittanning, Pa.

No. A 6663—"Directoire."

(Patented in U. S. A.)

WEDGWOOD QUEENSWARE.

Six patterns in open stock, one of which is shown above.

WEDGWOOD CHINA.

Powder Blue and Lustres.

WEDGWOOD JASPER and BASALT.

Vases suitable for Adam interiors.

THOMAS WEBB & SONS, Ltd., Stourbridge, England.

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Kennard L. Wedgwood,
Sole Representative.

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Assistant.

COLONIAL

KOKUS

Let Us Put Our Shoulders to the Wheel.

WE are glad for the glorious victory and for the benefits the civilized world will derive from it.

We are extremely proud of the boys who brought about this glorious victory, because of the sacrifices they so willingly made for the cause of humanity.

BUT,

to those of us who remained at home there still remains a great and important duty—reconstruction.

DURING THE RECONSTRUCTION PERIOD:

We must utilize every effort to conclude this period with as little loss as is possible to the wage-earners of the country as well as to the business interests.

To do this we MUST NOT permit business to become stagnated.

We MUST buy and sell as usual.

The Sebring Pottery Co.,

SEBRING, OHIO.

F. A. SEBRING, Prest. Established 1887. C. L. SEBRING, Gen. Mgr.

STERLING

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DIXON SERVICE

is superior to

Any Other Service at Any Time.

Everything for the Glasshouse.

R. D. WOOD & CO. MECHANICAL GAS PRODUCERS.

PATENTED STEELMAN MUFFLES.

Factory Tools, Furniture and Appliances.

H. L. DIXON COMPANY,

P. O. BOX 140,
PITTSBURGH, PA.

Office and Works:
CARNEGIE, PA.

A Merry Christmas

. . . AND . . .

A Happy New Year!

La Porcelaine Limousine,

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P L
LIMOGES
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Limoges, France.

Alfred G. Moment, Agent, 25 West Broadway,
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The Steubenville Pottery Co.,

STEUBENVILLE, OHIO,

MAKERS OF

"The Dinnerware that Sells."

Decoration No. 3595½. "Wenona" Shape.

A CHARMING and unusual design with the flowers in pink, nicely contrasting against green foliage. Burnished gold handles. It is but one of thirty high-grade decorations, and in addition the line includes a complete range of medium-priced borders, sprays and gold treatments.

NEW YORK SALESROOMS:

Suite 319, Fifth Avenue Building,

200 Fifth Avenue, Cor. 23d St.

EDWARD B. DICKINSON.

ECONOMY TUMBLER CO.

BLOWN GLASSWARE
OF QUALITY.

MORGANTOWN,
W. VA.

NOW that the war is ended we hope it will be but a short time before manufacturing conditions in Limoges and shipping facilities in France improve, though it cannot be expected they will do so at once.

In the meantime we are in position to make deliveries in a very short time of any of the twenty-five patterns on which our work is chiefly concentrated.

Theodore Haviland & Co.,

200 Fifth Avenue, New York City.

The Latest Practice in Store Lighting.

IS YOUR STORE well lighted? Ten years ago you might have answered such a question in the affirmative. However, with the same equipment in use today a like answer could not be given. The standards of illumination for all classes of lighting have changed. Lamps and reflector equipment, which were then thought to be the best, are now considered out of date. Obviously, progress in the art of lighting is responsible for this. The cost of light has been decreased, and as a result it is used more freely.

For consideration of their present-day lighting requirements stores may be divided into four classes:

1. Department stores and the large specialty stores of our principal cities.
2. Medium-sized stores, including the large stores of the smaller cities.
3. Small select stores and shops.
4. Small stores of the usual type.

In stores of the first-named class the lighting requirements are very similar, although the location of stores, their size and the individual preferences of their owners will, of course, cause considerable variation in the design of lighting installations, writes H. T. Spaulding, in "Playthings." Such stores are usually imposing establishments, and the lighting equipment should assist in furthering the impression created by the store as a whole. On the main floor especially a high intensity of light and a pleasing appearance of equipment are necessary.

For stores of medium size, in which class it will be noted are included the large stores of the smaller cities, the system provided should possess distinctive and decorative features; but these should be obtained with due regard to the efficient utilization of the light.

In the select small store or shop great freedom is usually permissible in the selection of a lighting system. Good appearance and a pleasing effect are the important considerations.

For the usual small store elaborate lighting is not required. Rather the system should supply plenty of light efficiently.

All modern methods of illumination are adapted to store lighting, although some systems, such as those employing steel reflectors, find only a limited application. The systems in common use are:

(1) The indirect system, in which all the light from the fixture first lights the ceiling, whence it is diffused throughout the room. The units themselves usually appear dark unless equipped on the under side with an auxiliary diffusing bowl, illuminated from within. The exterior of the unit may be of any shape or material desired, but the interior reflecting surface is usually mirrored glass or porcelain enamel.

(2) The semi-indirect system, in which the greater part of the light first strikes the ceiling as in a totally indirect system, and a smaller part is transmitted through the bowl, which may be of alabaster or of opal or prismatic glass.

(3) The direct lighting system, in which are used either totally enclosing or semi-enclosing globes, completely screening the lamp from view, or open reflectors, designed to diffuse and direct the light and to protect the eye. Direct lighting units commonly used in store lighting are of the opal or prismatic glass type.

In considering any form of lighting system it should be borne in mind that improvements in incandescent lamps have resulted in decreasing the size of the light source and increasing its brilliancy. Hence it is more than ever necessary to take precautions to protect the eye from the filament. Mazda lamps, up to and including the 200-watt size, should always be bowl-frosted when used in open reflectors. When lamps larger than 200 watts are to be used bowl-frosting will not reduce the brilliancy sufficiently for comfortable vision, and in such cases form of enclosing, semi-indirect or totally indirect, unit should be selected.

For the main floor of a department or large specialty

store a system of enclosing units or of some form of semi-indirect or totally indirect units is preferable to a ssytem employing open reflectors. With the exception of the prismatic type totally enclosing units do not provide a high degree of light control, and the maximum candle power is usually in a direction near the horizontal. In order to avoid undue glare the units should be of large area and highly diffusive. A portion of the light from these units is transmitted directly to the objects beneath, and another portion reaches them by reflection from the ceiling; but the efficiency of an opal enclosing unit system will not be materially higher than that of a good totally direct system except where the ceiling is finished in an unusually dark color; for with the opal units a large percentage of the light flux is emitted at angles near the horizontal and never reaches the counters. Light emitted near the horizontal does, however, serve a very useful purpose in that it illuminates vertical or inclined surfaces, such as shelves, racks, etc., which, if lighted only from directly above, would be inadequately illuminated. Enclosing units are obtainable in a wide variety of shapes and sizes, ranging from very inexpensive to very costly and exclusive designs, which features have led to their common use in all classes of stores. Prismatic glass enclosing units produce much the same lighting effect as open reflectors, with which they compare favorably in efficiency. They possess, however, the advantage of being more decorative and of properly screening the filament of the lamp from view.

From the standpoint of comfortable vision indirect and semi-indirect units are more desirable for the main floors of department stores than are enclosing units. With strictly indirect systems, where the ceiling acts as the light source and there is a pronounced downward direction to the light, the uniformity and diffusion of the illumination are excellent, glare from the light source is absent, and reflections from plate glass and polished fixtures are avoided; however, shadows, which, if of the proper density, are a great aid in judging the shape and proportions of an object, may be too greatly reduced. The direction of the light, moreover, tends to make vertical surfaces appear poorly lighted. Since the illumination of the room is entirely dependent upon reflected light from the ceiling, the efficiency of the system will be highest if the ceiling is finished in white. However, with the present low cost of light, a tinted ceiling is justified where essential to the decorative scheme of the room or where lighting of a certain color tone is desired.

ART DEPARTMENT OF THE HODGINS CO.'S STORE, BUFFALO, N Y.

The luminous-bowl type of indirect unit produces the same general character of illumination as that produced by strictly indirect units, but the auxiliary bowl, being luminous, gives a direct component which assists slightly in illuminating vertical surfaces, and, in the opinion of many, adds to the decorative value of the installation.

Semi-direct units of dense or toned glass give an effect very similar to that given by luminous bowl indirect units, but they transmit a higher percentage of the light, and are, under usual conditions, slightly more efficient. With bowls of light density, the results approach more nearly those obtained from opal-glass enclosing units;

contrary to what might be expected, however, the semi-indirect system is often more efficient, due to the fact that less light is absorbed by the bowl, less light is emitted in angles near the horizontal, and more light is directed to and diffused from the ceiling at effective angles.

It is possible to obtain either indirect or semi-indirect bowls in exclusive designs harmonizing with the decorations and conforming to the tastes of the user; regardless of the design of the exterior, however, it is of the utmost importance that the interior be a hard, smooth, reflecting surface in order that good efficiency may be maintained. In an installation which runs into any considerable expenditure, it is well worth while to secure the opinion of a competent architect or decorator before determining upon a definite exterior design.

Lighting units of the same general type as are used on the main floor are suitable for the upper floors of large stores; often a smaller size of the same design may be chosen. In some cases, a well designed direct-lighting system may meet the requirements satisfactorily. With open reflectors, bowl-frosted lamps should always be installed and the units should be suspended at such a height that they will be, as nearly as possible, outside the range of ordinary vision. As previously stated, Mazda lamps of larger than 200 watts should not be used in open reflectors. Semi-enclosing units are available, however, which operate on much the same principle as an open reflector, but which are provided with a diffusing glass bowl below the reflector which screens the lamp from view. With such units, any size of lamp may be used.

On all floors the fixtures should be located symmetrically with respect to the divisions or bays usually formed in the ceiling by the constructural features of the building, unless it is desired to arrange the lighting to enhance some architectural effect in light and shade, or color, in accordance with a skillful designer's well considered plan.

CORNER IN HODGINS CO.'S STORE.

The lighting requirements of stores of medium size are the same as those cited for large stores, except that a location amid less impressive surroundings may decrease the need for purely decorative features. In this class of store a semi-indirect system employing some form of inexpensive medium-density bowl will often fully meet the requirements of a distinctive and economical installation. A well designed direct-lighting system, such as might be used on the upper floors of large stores, is very frequently deemed entirely satisfactory—especially where a semi-enclosing unit.

Exclusive small stores or shops, found principally in the larger cities, lend themselves to an artistic treatment which is impossible in larger areas. In many cases the use of colored lamps to provide lighting of a distinctive tone is highly desirable, while uniformity of illumination is to be voided rather than sought. The fixtures may well be of special design, but care should be taken to

avoid the very common error of allowing too brilliant light sources within the range of vision. Modifications of semi-indirect, indirect, and enclosing fixtures are used almost entirely. A prismatic glass semi-indirect unit has been recently developed which consists of two glass bowls between which may be placed flowered silk, cretonne, or other decorative fabric of any pattern desired. The prisms, which line the outer surface of the inner bowl where they are protected from dust, insure an efficient distribution of the light; the decorative fabric may be changed at will.

Efficiency is the first requirement of a lighting system for the usual small store. A high intensity is necessary for the convenience of customers and for advertising purposes, but the fixtures may be of very simple design. Consequently, direct lighting with open reflectors of the prismatic or dense-opal type, or with a good type of semi-enclosing unit, is, as a rule, most applicable, although often the installation of an inexpensive semi-indirect or enclosing unit is preferable.

Semi-enclosing units possess an advantage over open reflectors in that they diffuse the light from the filament over a comparatively large area; hence they may be used with any size of lamp, and in locations where open reflectors would cause annoying glare. They possess an advantage over opal enclosing units in that they distribute light in much the same way as a dense opal open reflector and are therefore less dependent for their efficiency upon the finish of the walls and ceiling.

A common mistake in small store lighting is the installation of a single row of direct-lighting reflectors along the center of the store, where at least two rows of smaller units should be used to prevent the customer's shadow from interfering with his examination of the wares, and to illuminate the shelving of high cases along the sidewalls. A single row semi-indirect or enclosing units is, however, usually satisfactory. An exception to the use of bowl-frosted lamps with open reflectors may be made in the case of small jewelry stores where brilliant reflections in gems and cut glass may be desirable; the units should, however, be placed well above the usual line of vision to avoid glare.

Lamps embodying the gas-filled construction should be used in practically all cases, for they are particularly adapted to store lighting.

Save the Pieces.

AWAY up on the rear of the eighth floor of the big store of R. H. Macy & Co. is what they term the Reclamation Department.

When an accident happens that results in some treasured piece of statuary, pottery or cut glass being broken, one's first thought is that the article is a total loss. Here is where the service of this unique department comes in—or perhaps one should say the service of Henry T. Fales, its superintendent. No matter how difficult the job, Mr. Fales never says it can't be done.

A valuable vase will be brought in with perhaps its top smashed and pieces missing. Its owner wants it fixed up because it has a special sentimental value aside from its intrinsic worth. Here is what happens: The jagged top is cut off, the color exactly matched, the raw edge decorated or finished with a band of coin gold. New pieces are cemented and riveted in to take the place of those missing, the decoration being carried out over the white lines made by the cement. The vase is then mounted on an artistic metal base, and, further equipped with the necessary parts, makes as handsome an electric table lamp as one would care to have in one's home.

Among other feats achieved was the conversion of the base of a cut glass punch bowl into an admirable receptacle for fruit. Its upper part been had smashed; so the base was inverted and mounted on a silver stand.

A costly ceramic bowl had a missing section replaced and its "ring" restored by riveting in a piece under the same pressure as it was originally subjected to in the mold.

Handsome rose bowls are fashioned out of cut glass water bottles by cutting off the necks and scalloping the tops.

Cut glass vases, goblets, or other pieces that are badly nicked or broken around the edge are trimmed, polished, and restored to usefulness.

Supplying a missing piece to a broken marble statue necessitates carving it out of solid marble and attaching it in a manner that defies detection.

Things hitherto deemed impossible are done here every day as a matter of course. There is no need to throw away one's fictile treasures because they have been broken. Something can be done with them; and often, if not too badly smashed, they are restored to very nearly their original state.

Persian Ewer of the 13th Century.

Pointers for Traveling Salesmen.

DON'T take it for granted that the dealer won't buy because the outside of his store doesn't appeal to you. Go in and interview your prospect. Then form your opinion.

Don't skip a call, no matter how great the desire to do so. The calls you pass up as worthless might turn out very differently from what you imagine.

Always make it a rule to greet your prospect cordially, even if each time you call the visit is non-productive. Some day the good-will you create will serve you in good stead. Besides, you cannot afford to be impolite, even though your prospect is.

Don't waste time talking to any person other than the one with whom you have business. Many merchants have an aversion to salesmen chatting with the rank and file—some even go so far as to post notices to this effect.

When calling on a prospect for the first time, if the first spoken words do not make a good impression all goes for naught. Just what these should be will of course depend on a hundred varying conditions. No fixed rules can be laid down. But one thing never do—never ask, "Can I talk business with you to-day?" The answer may bring the interview to an end at once. Let each word have a meaning along the line of the prospect's thoughts—a compliment, a wish, the offer to assist. The man who keeps his eyes open can always find some incident that will assist him in framing his greeting—some phrase that will create a feeling of good will towards the speaker.

Make your calls early, and in good time to catch your customer in a buying mood. If a business man has certain hours for interviewing, make your time fit his.

Suppose you offer to quote, and are told, "Not interested," or, "I have already as much stock as I can sell."

Look the prospect squarely in the eye and say:

"Mr. Blank, I have over a hundred replies to meet that statement. Do you wish me to explain why your objection will not hold water?"

The chances are that if this is said in a firm manner the prospect will see that at least you know your business, and listen to you.

Never argue with a customer, no matter if you are in the right. Arguing will not help to make your position secure. Besides, the truth will prevail in the end.

Always leave your prospect with a cheery "Good-by!" even if your visit has been unproductive. Next time you may have better luck.

Do not fail to thank your prospect, whether you "close" or not. The two little words "Thank you!" have a very important meaning in the business world of to-day.

Be careful of your personal appearance. A clean-shaven face, spotless linen and well-blacked shoes go a long way toward creating a favorable impression.

Always have your papers and price list in good order and in such shape that you can display the same quickly and in an intelligent manner.

Never deem it too much trouble to show your wares, even though you know no sale is possible. Next time you may be more fortunate.

Never give the prospect the impression that you are in a hurry. You must forget time when another person is willing to give you his.

Make your prospect feel that the small order is just as important to you as a large one. Small orders grow to large ones if properly nursed.

Do not assume too familiar an air with your prospect, even though you know familiarity will not be re-

sented. Most people rather resent the overstepping of the bounds of reserve.

Keep good hours, so that you may be fresh and ready for business next day. Many a sale has been lost by a sleepy man. Besides, you need plenty of sleep to keep your energy at the highest point of efficiency.

Do not air your views too forcibly at any stage of the game; also abstain from talking scandal, politics or religion. Your object is to sell goods, not hold arguments.

Abstain from giving the impression that you know it all. Let the prospect do the talking. Quietly inject your knowledge, if necessary, but don't try to force it. Many a man has made himself a bore by so doing; and the prospect avoids bores whenever possible.

Use good, plain English. Eliminate slang and high-sounding words; likewise the spicy story and profane language. These things go with some, but not with the majority.

Don't knock another man's line. It is a reflection on a buyer to have you question his judgment. You will make more friends by saying nothing.

The late Elbert Hubbard, asked to define good salesmanship, replied: "Good salesmanship consists in getting the order." And getting it is largely a matter of common sense—which Doctor Johnson once said was the most uncommon kind of sense.

Keep on trying; keep on doing. Don't let your energy wane, and you will make progress while others stand still.

"The man who wins is the man who tries,
Who never falters, never lies."

ARGUING IS AN ART.

"WHY," exclaimed a clever woman the other day, "should arguing be put under the ban in polite society? I have views on religion, on politics, on the conduct of war. To me these are intensely interesting subjects. Why shouldn't I discuss them with friends who differ with me? That sort of conversation is much more lively than the ordinary harmless things on which there is no difference of opinion."

She was right. Conversation is a fine art, and a cleverly-conducted argument is perhaps the very highest development of conversation, says the "Kansas City Star." It gives a chance for the interplay of wit, for keen thrust and counterthrust, for quick thinking, and for the exercise of all those qualities which belong, in Matthew Arnold's words, to the complete humanization of man in society.

Perhaps it is because argument calls for the exercise of consummate art that it is so frequently unsuccessful. The greater the possibilities of enjoyment in any course, the greater the possibilities of grief. So when arguing friends become intolerant, excited, loud-voiced, their clash may make men and angels grieve.

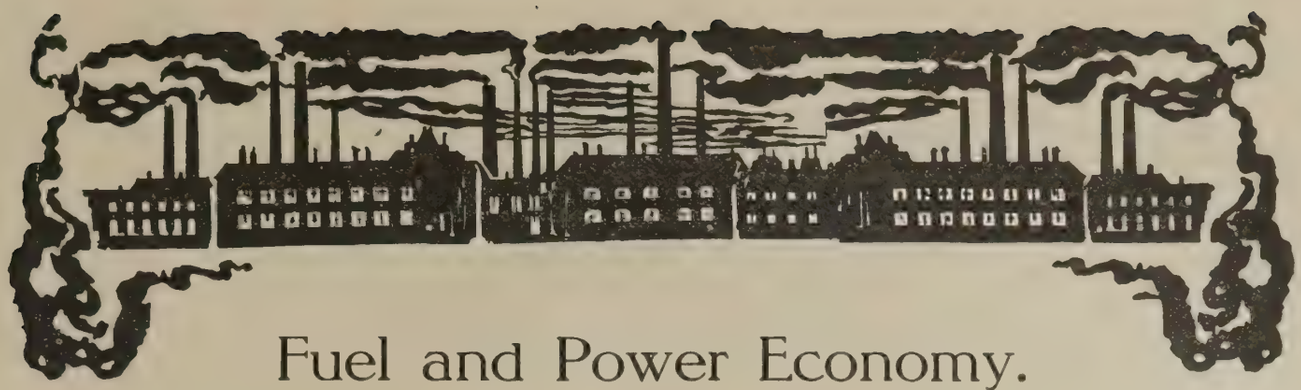
The person who, as the man said, isn't arguing with you, but is telling you, becomes a bore. For an argument to proceed happily it must be based on several assumptions. It must assume that both parties are intelligent, that both have equal rights to their opinions, that neither pretends to be infallible. At least an appearance of tolerance and open-mindedness must be preserved. Without them an argument largely beats the air.

"I can't understand how some persons can always be so certain they are right on every detail of every opinion they hold," a man of prominence in national affairs once remarked. "I have found myself mistaken so often that I feel the necessity of being more or less humble." Benjamin Franklin, who was one of the most successful conversationalists and pleaders of his day, has told how he made a point of putting contentious opinions in a tentative way. "I wonder whether this isn't so?" he would say. Or, "I may be mistaken about this, but it rather looks to me so and so."

Once the arguer assumes infallibility he arouses the antagonism of his opponent, which is exactly the wrong frame of mind to stir up. Then the argument changes from an interplay of minds to a hammer-and-tongs affair, distressing to all concerned.

After all, when the argument concerns some vital subject on which both parties have well-considered convictions, the object cannot be to convert the other person, but to enlarge and modify his views. This is what makes such a conversation worth while. Such a result is hardly to be achieved without the display of engaging qualities behind the opinion set forth. In ordinary social conversation it is usually more important to show one's self a stimulating and interesting companion than to persuade the other person of the error of his views.

That is why all of us have experienced a sense of chagrin and mortification when we have lost our temper in an argument or have been intolerant toward dissent. We instinctively feel it is better to show ourselves regardful of others in our conversation than it is to try to ram down our companion's throat the true doctrine of baptism or the Government ownership of railroads.



Fuel and Power Economy.

AT the present time, when the question of fuel is so important, it is imperative for the factory superintendent or general manager to try to save as much of the fuel as can be done without being detrimental to the running of the factory, writes F. J. Denk, in "The Glassworker." The times are past when nobody cared for the expenses in the boiler room as long as enough steam was at hand to run the engines; when no attention was paid to the steam consumption of the engines, as long as they delivered the power required by the factory; when no saving of power was attempted, engines or motors running continuously while they were called to do actual work only for a short period.

The boiler room is the heart of the factory, and in the same manner in which the heart of a living being has to be taken care of, the heart of a factory has to be watched; because any disease which might befall this heart will be felt all over the plant, and more so when this disease becomes chronic.

In order to understand fully the remedies which can be applied to sick boilers it will be necessary to say a few words about combustion.

The fuel mostly used for boilers is coal. The most important combustible constituent of this coal is carbon, which we will take into consideration only. Sulphur is only a minor part of the coal, while hydrogen, which is of more importance than the one just named, will not be considered, as its product of combustion (i. e., water) disappears when an analysis of the flue gases is made.

The products of complete combustion contain only carbonic acid and water, besides the rest of the air used for combustion, i. e., some oxygen and all the nitrogen. With incomplete combustion they will contain, in addition, various amounts of the gaseous combustibles, carbon monoxide, hydrocarbons, hydrogen, and possibly tar and smoke as products of distillation. All these products have a heat value and are, therefore, a direct waste.

It is, for this reason, the object in ordinary grate firing to get complete combustion as near to the fuel bed as possible. If this condition is obtained the flue gases will only contain carbonic acid, water and nitrogen. We have, therefore, a means to determine the more or less efficient working of the boilers, if we determine the amount of carbonic acid in the flue gases.

Air is composed (in round figures) of 21 per cent oxygen and 79 per cent nitrogen (by volume). Since this oxygen is suppose to combine with the carbon and the hydrogen in the fuel, to form carbonic acid and water, the theoretical composition of the flue gases should be 79 per cent nitrogen and a total of 21 per cent of carbonic acid and water. But, as was mentioned before, the water disappears in the analyzing apparatus, and, for this reason, we will have about 18 per cent carbonic acid and 82 per cent nitrogen.

The amount of air theoretically required for the complete combustion of one pound of bituminous coal is 12 pounds, or about 150 cubic feet. But this theoretical amount is, in practice, not sufficient for complete combustion, due to conditions in the boiler furnace; if the boilers are in good condition and as long as they are fired right it is possible to obtain good results with an air excess of 40 to 50 per cent. An insufficient supply of air causes imperfect combustion, which is indicated by smoke and the presence of carbon monoxide and the other gaseous combustibles, mentioned above, while an excess of air causes waste of heat to the amount corresponding to the weight of air in excess of that necessary. Obviously, the maximum efficiency to be obtained must be sought between these two extremes.

Let us apply this information to actual conditions. Suppose we make a flue gas analysis and find the waste gases to contain 4 per cent carbonic acid, the rest being oxygen and nitrogen. What does that mean? That means that we use too much air for combustion. The quantity used in this case amounts to about 400 per cent excess air, corresponding to a total of 750 cubic feet, instead of the required 225 cubic feet (the theoretically necessary 150 cubic feet plus 50 per cent, or 75 cubic feet). This air must be heated to the furnace temperature, and the coal required to do that is wasted. Figuring on 40 per cent excess air necessary for efficient working, the amount of fuel wasted in our case is

approximately 30 per cent, or nearly one-third of the total quantity of coal fired. Changing the methods of firing (or, where necessary, changing the boiler furnace) will increase the percentage of carbonic acid, thus reducing the percentage of preventable fuel loss. A fair result is indicated by about 12 per cent carbonic acid in the flue gases, corresponding to about 65 per cent excess air.

Such a low percentage of carbonic acid as was given in the preceding example is not at all uncommon. In nearly all boiler plants where the writer has made an investigation into the prevailing conditions the contents of carbonic acid in the flue gases never amounted to more than 6 per cent, equivalent to about 230 per cent air excess, or about 16 per cent preventable fuel loss. In all these cases the working of the boilers was improved, rules were laid down, according to which the boilers had to be fired, and inspections are made at irregular intervals to see if the rules are adhered to. Thus it is possible to save a considerable amount of money which had been wasted before.

All the above statements refer to the firing of coal. Although the combustible constituents of other fuels—oil, natural gas, producer gas, etc.—are the same, they are found in these fuels in quantities different from those in the coal, and, for this reason, the composition of the flue gases must be different. But the principles of combustion are the same, and there is, therefore, just as much of a possibility of improving conditions with these fuels as there is with coal.

It was said before that an insufficient air supply causes smoke. But this is not the only reason for making smoke. An incomplete combustion caused by an insufficient mixture of the air and the combustible gases will also cause smoke. It is, therefore, one of the most important steps, when improving the conditions in a boiler, to investigate about the furnace conditions. If the air supply is sufficient and yet smoke is coming out of the stack, this shows that the boiler furnace does not do the work it is supposed to do. In most cases a small expense will remedy the trouble, but this has to be investigated from case to case.

On the other hand, absence of smoke does not always mean an efficient working of the boiler furnace. This absence of smoke may be due to some kind of a smoke preventer or smoke consumer, the operation of which may, in itself, cost more money than is expected to be saved by installing it. The best and cheapest smoke consumer is a boiler furnace which is built right and worked right.

Preventable fuel loss and the smoke nuisance are the two items which should be investigated and which should be remedied by all means. The preventable fuel loss can be figured in dollars and cents, which, however, cannot be done as easily with the losses due to the smoke. If we take, for instance, the data used before, viz., 4 per cent carbonic acid in the flue gases, corresponding to a preventable fuel loss of 30 per cent, we have the following loss, expressed in dollars and cents:

Assuming a coal consumption of 15 tons a day, costing $4.50 per ton, we have a daily coal bill of $67.50. Thirty per cent of this is four and a half tons of coal, equivalent to $20.25. This amount of money is wasted in one day of 24 hours; figuring 300 working days in a year it will amount to approximately $6,100; which is simply thrown away.

For 6 per cent carbonic acid the loss would be about $3,300 per year, which is still too much to be wasted.

The remedy for these conditions is to have an investigation made, to find out where improvements could be made to insure an efficient and satisfactory working of the boilers. The cost of such an investigation will be repaid more than once by the savings due to a reduction in the coal bill.

POETIC HALL-MARKS.

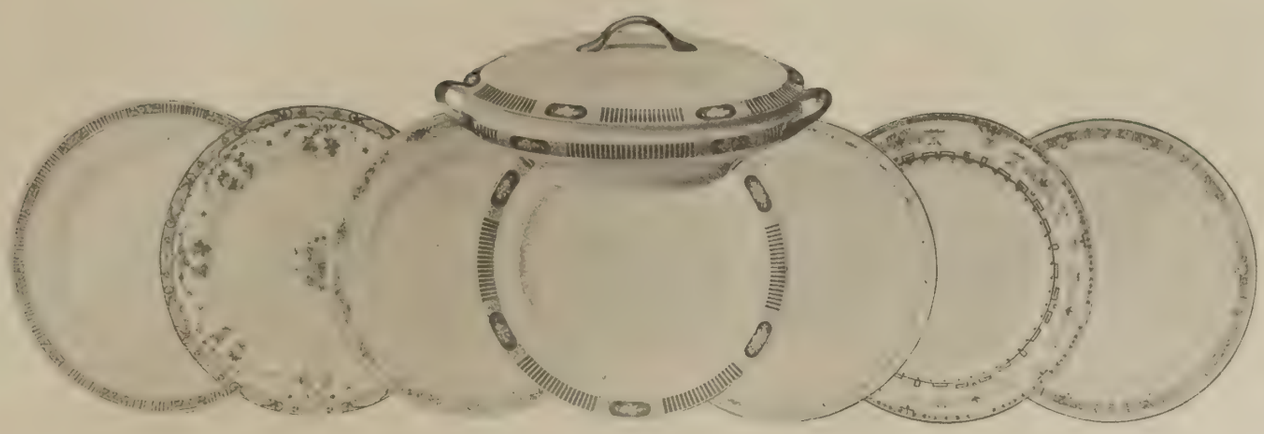
POTTERY and poetry ran together in old Chinese china. The faculty of expressing much in little, a poem in four lines, a picture in a brush stroke, shows quaintly in the very hall-marks with which the Chinese marked their porcelains. These poetic inscriptions leave one in doubt whether, in China, the potters were all poets or the poets all were potters.

"Made in the studio of deep peace," reads a hall-mark inscribed on an old bowl, according to an article in one of the papers. "Made in the studio of peace and tranquility," is another hall-mark, and the vase which bears it could only have come from such a studio. "Made for the hall of fragrant virtue," is a hall-mark worth finding, if only for itself.

Here is a piece from the "hall of generous harmony," and here is another, the hall-mark which, translated, reads, "Made for the hall of respectful awe." "Fragrant virtue," "generous harmony" and respectful awe." Perhaps the secrets of these old wares and mysterious glazes may be found in their hall-marks.

NEVER A DOG-EARED ONE.

IT is said there are 350,000 Gideon Bibles in American hotels. We applaud the fine motives of the Gideonites, but our observation is that if you want a Bible to last 9,000 years and then be in a state of perfect preservation, just put it in a hotel room occupied by the casual sojourner.



A VERY pleasing assortment of Pink Roses and Forget-me-not borders. Patterns all exclusive and carefully selected to meet the requirements of the Department Stores.

OPEN STOCK PATTERNS A SPECIAL FEATURE.

SAMPLES FOR 1919 WILL BE ON EXHIBITION AT FORT PITT HOTEL, PITTSBURGH, PA., JANUARY 1, 1919.

The Carrollton Pottery Co.,

MANUFACTURERS OF

High-Grade Dinner Ware,

CARROLLTON, OHIO.

CHARLES H. ISRAEL, West. HERBERT K. CONNOR, East.

Wm. S. Pitcairn Corporation

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W. H. Grindley & Co.

Royal Doulton Potteries.

Grindley Hotel Ware Co., Ltd.

Furnivals (1913) Ltd.

Stuart & Sons, Ltd.

Your inspection of our latest productions is cordially invited.

Wm. S. Pitcairn Corporation

In deep gratitude that the war is over, we send joyful Christmas Greetings to the trade, and our best wishes for a Happy New Year.

Wm. S. Pitcairn Corporation

104 Fifth Avenue, New York.

VITREOUS
EDWIN M. KNOWLES CHINA CO.

WE will not display our line at Pittsburgh in January, 1919.

We cordially invite all buyers to visit our sample room in Newell pottery, where we will have on display a full line of our

FAMOUS "MAYFLOWER,"

"Cumberland" (Plain),

"Mt. Vernon" (Fancy),

Cable Hotel and Toilet Ware.

DECORATED OUR SPECIALTY.

. . . THE . . .

Edwin M. Knowles China Co.,

EAST LIVERPOOL, OHIO.

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EDWIN M. KNOWLES CHINA CO.

OPEN STOCK PATTERNS
MADE BY
THE
EDWIN M. KNOWLES CHINA CO.
EAST LIVERPOOL, OHIO
281½
317
270
316

ALWAYS DEPENDABLE.

McKee Glassware.

No. 410. 14½ inch Footed Orange Bowl.

U. S. Patent No. 50960. Design Patent No. 50590.

THERE is great satisfaction in the knowledge that whatever you may buy, each transaction will prove fully satisfactory. Such is the assurance buyers of McKee Glassware may have. Our lines are so diversified that you are safe in writing us regarding any article in glass.

Table Glassware, Tumblers, Stemware, Beverage Dispensers, "McKee" Automobile Lens, Glasbak Cooking Ware, Blanks for Cutting, Cut Glass, etc.

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JEANNETTE, PENNA.

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FRENCH CHINA

DINNERWARE

TWENTY-THREE STOCK PATTERNS CARRIED IN STOCK.
Among them three incrustations and two gold bands.

SEND FOR SAMPLES.

Largest single line of WHITE CHINA on the market.
Also carried in stock in New York.

OUR FACTORY IS WORKING AND WE ARE SHIPPING AS USUAL.

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65 BARCLAY STREET, NEW YORK.

Geo. L. Ashworth & Bros.,

HANLEY, ENGLAND.

Fine old fashioned dinnerware shapes and patterns in prints; also high color effects. Rich decorated Bowls, Service Plates, Octagon Salads, Hotel Ware, etc.

Crown Staffordshire Porcelain Co.,

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Earthen and Porcelain Cooking Utensils by which all others are judged.

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TESTED AND APPROVED BY THE UNITED STATES GOVERNMENT.

We now have with us Mr. William I. Pope and Mr. Bentley W. Pope, who are men of vast experience in the Earthen and Porcelain manufacturing business.

Guernseyware Quality Strengthened by Pope Workmanship.

WHAT MORE CAN BE ASKED?

EARTHEN—BROWN WHITE-LINED.

VITRIFIED PORCELAIN—BROWN, WHITE OR GREEN.

ALSO MANUFACTURERS SCIENTIFIC CHEMICAL PORCELAIN.

CATALOG AND PRICES GLADLY SENT. WRITE US.

The Guernsey Earthenware Co.,

CAMBRIDGE, OHIO.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The flint glass manufacturers are showing a decided spirit of optimism concerning the future. One large manufacturer remarked this week: "As far as the business with which I am connected is concerned I am an optimist with a great big capital O." Various signs point to the fact that with conditions resuming a normal state, and the demand for glassware for export purposes surely to reach new high levels, the manufacturers will be unusually active during the coming year. The only drawback will be the ability to obtain sufficient labor to increase production.

The outlook for a large export business in glassware is most encouraging. England has already made increased requirements, while several of the South American countries have been sending in liberal specifications, Canada continues to be an active buyer, and the requirements from Mexico are showing a gradual increase.

The coming month will be the first time glass manufacturers have had no new items to show buyers in January. In a number of instances manufacturers had new molds prepared for items they intended to make, but the edict of the War Trade Board caused them all to be put aside. The ban has not been lifted, and the manufacturers are still marking time.

It is quite possible that glass manufacturers will hereafter refrain from being burdened with a lot of molds and large lines of unnecessary items. The recent investigation resulted in many being eliminated from the lists, and it is hardly thought they will ever be made again.

The rapid development of the chemical glassware trade in the United States is one direct result of the war. Possibilities in this branch of the trade are practically unlimited. The ware now being produced by American glass factories, both in the Pittsburgh district and elsewhere, has proved superior to that heretofore imported.

With increased building activity assured for early spring, lighting glass manufacturers are assured of a good season. All signs indicate that requirements will be heavy. Even now a decided improvement in the demand is reported.

During the past year three glass factories in the Pittsburgh district were eliminated from the trade. Two of them—the Superior Glass Co., Martins Ferry, O., and the Tarentum Glass Co., Brackenridge, Pa.—were destroyed by fire. The Higbee Glass Co., Bridgeville, Pa., sold its plant to the General Electric Co.

The Pittsburgh sample room of the Kinney & Levan Co., Cleveland, O., which has been maintained here for several years under the management of Watson W. Lang, will be closed January 1. Mr. Lang will show the line here at intervals, as was the former custom of the firm.

The Belgrade Glass Co., Tennerton, W. Va., has taken measures to cope with the natual gas shortage, a modern gas producer plant having been installed for use whenever the supply of natural gas gives out. The fuel is manufactured from coal, and the plant has a capacity of 400,000 subic feet of gas daily, which is double the quantity needed to operate the factory.

D. King Irwin, New York representative for the Cambridge (O.) Glass Co., spent several days in the district visiting friends.

Lieut. Roy V. Hoover, for several years connected with the local sales department of Kinney & Levan, and a brother-in-law of Frank H. Lang, assistant manager for the company here, died in France as a result of wounds received in battle. He was wounded Nov. 4, underwent an operation three days later, and died

Nov. 8. He was in the thick of the fighting, and for three weeks did not have his clothing off. After four days' rest his company went into action again, during which he received four shell wounds.

E. T. W. Craig, manager of New York office of the United States Glass Co., will spend the Christmas holidays with friends and relatives here.

Butler, O. Fire in the warehouse of the J. T. & A. Hamilton Co.'s bottle factory here caused a loss estimated at over $100,000. Over 150 employees are idle. Twelve freight cars on the factory siding were destroyed. This is the third time fire has caused serious loss to this factory.

Weston, W. Va. Operations have been resumed at the plant of the Crescent Glass Co. here. The concern has its own source of gas and pumping outfit with which to supply the factory.

Toledo, O. The Owens Bottle Machine Co. has declared the regular quarterly dividend of three per cent on the common stock, payable January 2. The extra dividend of fifty cents a share, declared for several quarters, has been omitted for the present.

SELF-SERVICE IN THE TOY DEPARTMENT.

THE Self Serve Toy Store of the Penn Traffic Co., Johnstown, Pa., has been completely successful, reports J. A. Davis, its manager. Half the selling force ordinarily required can handle an increased volume of business, he says. He makes the following statement:

"The arrangement ot the toy department is what might be termed an outside and inside affair. All the toys that might be displayed on tables or on shelves are inside, while such items as wheel goods, larger pieces of toy furniture and shooflies are on the outside. The toys in the inside are arranged in a continuous aisle which extends down one side to the extreme end of the section; then the customer turns and goes down the other side, the exit bringing the customer back near the entrance. On each side of the aisle toys are set out for display. On one side are shelves, while on the other side is a table which forms a dividing line between the entrance and exit aisles. In other words, they walk around the center raw of tables.

"At the turning point of the aisle are displayed the mechanical and electrical toys, and items that require specific demonstration or explanation to the customer. Attendants are at hand to answer questions and demonstrate these items. When the customer makes the selection the demonstrator hands the package to the customer, and she continnes on her way.

"At the end of the return aisle, or just before the exit is reached, are displayed the dolls. An attendant is present to explaim the merchandise and assist the customer in making the selection, and, as in other instances, the customer takes the merchandise and settles for purchase just without the exit.

"Tree ornaments and games in our arrangement are handled entirely separate. We have always used showcases for tree ornaments and games, to avoid loss in handling. These are handled the same way this year, but in emergency we have thought of using a check system, punching the amount of the customer's purchase on the check and letting them go with the check and merchandise to the desk for settlement.

"Wheel goods and large items are handled by the salesperson in the regular way, although the customer has the privilege of making the selection and taking it to the desk for settlement.

"The almost innumerable items of the complete toy store are usually made up of articles that the customer can select without the assistance of the clerk; and we would state from actual experience, notwithstanding the opinions of those who have not tried it, that it works, because we have tried it, and know whereof we speak.

"With the items plainly marked there is no difficulty for the customer in choosing a drum, toy tea set, toy piano, kiddie kar, box of blocks, animal toys, popgun, or any one of toys that might be mentioned outside of those few articles mentioned above which need specific demonstration.

"This will more than reduce our necesssry selling force by half, as in even the case of demonstrators they have their stations and can give their undivided attention to the disposal of the merchandise and answering questions without the necessity of leaving their posts.

"The customers have taken most heartily to the proposition, and as things look now we would not wish to return to the old system, although we expect to find opportunities crop up for improving the present arrangement."

FIGURING COSTS AND PROFITS.

ROCHESTER, N. Y., Dec. 11.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir: To settle an argument, is it customary, in taking inventory, to add to the invoice price on china, glass and earthenware, and figure as a base cost the freight and package charges, or are they inventoried at makers' price and these charges figured in expense column?

[The proper way to figure the cost on china, earthenware and glassware is to add packages, freight and cartage to the invoice price; then make an allowance for breakage and a percentage for overcharge.

As an example: If you buy $100,000 worth of goods in a year at invoice price, and the freight, package and cartage cost, say, ten per cent, that would be $10,000 to add. If your store expenses—rent, light, heat, salespeople, etc.—are $20,000, the real cost of your goods would come to $130,000.

To figure your percentage of profits, determine whether it is to be based on cost or selling price. By adding fifty per cent to $130,000 you will have $195,000 as your selling figures—a profit of $65,000, or fifty per cent on cost. Based on selling price, the $65,000 is but thirty-three and a third per cent.—Ed.]

CRIPPLED SOLDIERS TO TURN OUT TOYS.

THE toymakers of America aim to make the United States first in the manufacture of playthings and to give jobs to thousands of crippled soldiers, it was announced yesterday morning when the Toy Manufacturers of America began a two-day convention in the Hotel McAlpin. The organization, representing all the manufacturers of the country, had 120 members present when H. C. Ives, of Bridgeport, the president, opened the convention.

The plan was outlined by George Schlessinger, of the firm of Leo Schlessinger & Co. He declared that practically all the toymakers favored giving jobs to crippled veterans, and that in cases where the soldiers were unable to come to work the toymakers had decided to send the work to their homes. He pointed out that in Europe much of the toymaking had been done in the homes. Declaring that the work was light and interesting, he said thousands of men would be needed to take care of the great increase in the industry. Since the signing of the armistice, he said, the American toy trade had received such an impetus that the demand now exceeded the supply.

At the afternoon session, Fletcher H. Dodge, secretary, made his report, and a resolution was adopted which read:

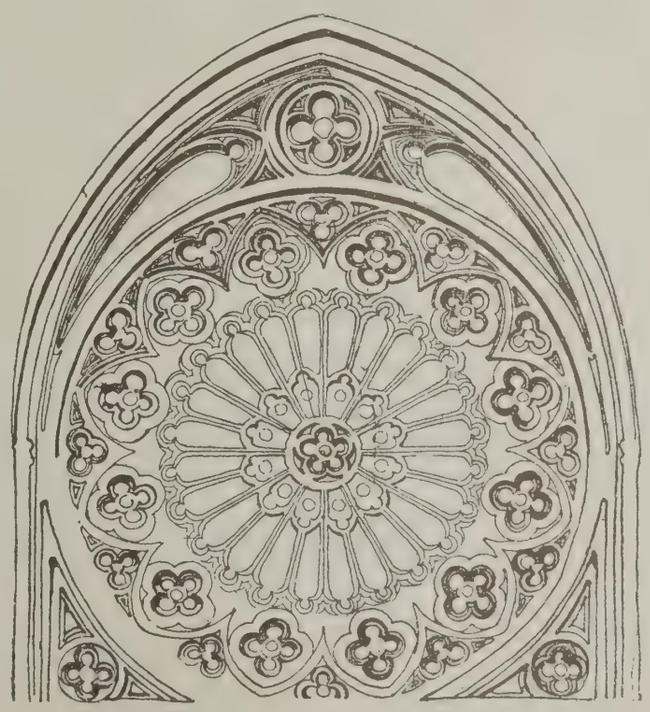
"It is the desire of members of the Toy Manufacturers of America that the American Red Cross and other organizations which come in contact with the crippled men be advised that this organization is in a position to obtain such employment for them. It is also the sentiment that all able-bodied soldiers be given preference in the future employment of men in the manufacture of their regular products."

Following the resolution short speeches were made by delegates. The tenor of their talks was that American dealers would not consider the importation of German toys for years to come. The supply of German toys has been exhausted all over the world and would never be allowed to be renewed, according to the speaker.

Michael L. Beisle, a toymaker at Shippensburg, Penn., said that when his firm filled an order from Canada recently he had been instructed to furnish affidavits with each shipment swearing that no part of the shipment was of German origin.

A. Davis, a London importer, said that England had not suffered from lack of playthings during the war, because merchants had purchased from Japanese, French and Italian makers. There is no chance, he added, of Great Britain ever again buying Germany's toys. He thought that Great Britain in the future would do most of her toy buying either here or in Japan.

Discussing the toy outlook, Mr. Dodge said: "According to statistics compiled by the War Industries Board there were seventy-one firms making toys in 1913, and these had an annual business of $7,521,458; the same firms in 1918 will do a total business of not less than $13,000,000. The report of the War Industries Board shows that in addition to these seventy-one firms, ninety-four other manufacturers have started to make toys since 1913. Some of these new toy manufacturers represent simply the addition of a toy department to an existing factory, but a very high percentage of these firms represent entirely new business. In 1917 these firms did a total business of $7,202,032, and a conservative estimate indicates that the business this year will be not less than $7,750,000. The American toy industry has reached a point where it can become the leading toy industry of the world if it receives the hearty support of the American people."



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FOUNDED IN 1874.

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Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, DEC. 19, 1918.

WITH the hope and in the belief that it will be easier to do business in 1919 than it has been in the past four years, we extend the compliments of the season to our subscribers and advertisers and wish them a Merry Christmas and Happy New Year!

A LESSON LEARNED.

IT has been proved beyond a shadow of doubt that the country can get along and be better off with fewer patterns and designs in both crockery and glassware. For years every potter brought out from one to four or five new shapes in a season. They did not differ very materially from each other, nor from dozens already on the market. Of course they showed a new curve or something that made a distinction, but the others were just as good—perhaps better. The only excuse was that there was a call for "something new." The same way with decorations. From twenty-five to fifty new patterns were shown by a hundred manufacturers, which meant perhaps four thousand for buyers to choose from—not an easy matter. Not more than one in five of these were successful.

The shapes and sizes made in glassware are even more numerous and unnecessary than the patterns in crockery. There are thousands of styles of tumblers that vary so little in size that they have to be measured to prove the difference. The same may be said of nearly all drinking glasses.

Much of the variation is brought about by a too ready desire on the part of the manufacturer to meet the wishes of an unnecessarily particular customer. He makes an eight-ounce tumbler. The prospective buyer likes the price, but the tumbler is a fraction of an inch different from those he is carrying. If he could get nothing else, it would do; but the manufacturer is complaisant, and a new set of molds is made. This procedure is multiplied hundreds of times.

The sizes of liquor glassware have sometimes been determined by saloon-keepers in accordance with their different needs. One charging fifteen cents (in the olden time—thirty now) for a cocktail would perhaps require a glass holding a quarter or half an ounce less than another operating a less pretentious establishment. The saving on that quantity of liquor amounted to a big sum in the course of a year.

Since the restrictions on manufactures have been in effect the world has gone along very smoothly, as far as patterns were concerned. But new things must be put out. The insatiable desire for change on the part of the American people must be met. But the lesson taught by the embargo shows that people can get along with less if they have to. A well-designed shape or an attractive decoration, if really artistic, is good for all time. There are patterns selling to-day that were introduced fifty years ago.

Make fewer kinds to choose from, but make those kinds better. The public will soon accommodate itself. As a matter of fact, a profusion of patterns confuses the buyer. Variety is needed, but too much is as bad as not enough. With fewer patterns, items and sizes, money will be saved all around.

PRICE GUARANTEES.

THE desire of buyers for a guarantee of prices for ninety days is not confined to the crockery and glass trade. The subject has been mooted in other lines. The plan which has been adopted by a number of manufacturers, says the "Journal of Commerce," has been that of contracting with buyers on the basis of existing prices, but with the assurance to these buyers that in the event of a fall in prices during the next ninety days the buyers would be taken care of through the delivery of the goods purchased at the new price prevailing at the time of delivery, whatever it might be.

The object of those who have been introducing this plan has been that of avoiding any suspension of production. Shortly after the armistice with Germany there was a tendency of prices to decline, and this gave rise, during the latter part of November, to distinct hesitation among buyers of goods, who were unwilling to commit themselves to further large purchases unless they could be assured that they would not be overstocking on a falling market. Manufacturers in a number of lines found that, due to the fact that buyers were fairly well provided for future delivery, they could

Marble Figure by Mrs. Cleo Brocken.

maintain production only by giving them guarantees that they would not lose by the placing of orders at present.

The banking view of the new scheme is that, if generally carried out, it would result in placing producers in an uncertain situation and to some extent impair their status as borrowers. If they could not be sure of returns to be obtained from their sales, bankers who discounted their paper on the basis of bills and accounts would be doing so subject to the uncertainty necessarily resulting from the possibility of price changes.

It is stated by those who have been investigating the status of present contracts between manufacturers and jobbers that the idea of protecting the prices has been gaining ground, due to the desire of the producers to keep their staffs together and to avoid even a temporary suspension of production.

OURSELVES.

THE CROCKERY AND GLASS JOURNAL has entered upon the forty-fifth year of its existence—proof enough that it has met the requirements of the trade. Like other enterprises, we have met with hardships in doing business. Labor troubles and high prices have handicapped us; and yet we present our annual Holiday Number as big and as handsome as ever. The prospects for the crockery trade in 1919 are wonderfully bright, and everybody ought to make money. We stand ready, as always, to aid in the good work.

PERSONAL.

UP to this writing, D. King Irwin, who has resigned from the management of the New York office of the Cambridge (O.) Glass Co., has made no definite plans for the future. It is to be hoped that whatever he does he will remain in New York. Mr. Irwin was with the United States Glass Co. for many years, and for a long time had charge of their New York office, leaving five years ago to represent the Cambridge Glass Co. He made friends immediately here, his election to the presidency of the Salesmen's Association evidencing his popularity. Whether he leaves the city or stays here, he will have the best wishes of everybody.

V. W. Rushbrook, with the Tajimi Co., is rejoicing at the return of his hat, which disappeared in a restaurant where he ate luncheon one day last week. In its place was left one about three sizes too small for him; but he appeared to such advantage in it that people passing him on the street would actually stop to admire. But vanity not being among his faults, the attention he attracted did not appeal to him in the least, and he was delighted when his own hat was returned two days later by a person who had really taken it by mistake—an occurrence which the manager of the restaurant said did not happen once in a year.

C. Nick Muessig arrived in town on Tuesday for his regular midwinter visit to B. F. Drakenfeld & Co., whom he represents in East Liverpool. His popularity there is attested by the fact that he has just been renominated for the presidency of the Western Glass and Pottery Association.

Kriss E. Wadsworth, salesman for Frederick Skelton, leaves next Monday for Wellington, O., to spend the Christmas holidays with his parents.

Ed. Craig, New York manager for the United States Glass Co., and Mrs. Craig will spend their Christmas with relatives in Pittsburgh, leaving here on Monday night.

J. E. DeMier, former purchasing agent of china and glassware for the export house of J. Farrell, has resigned to accept a position with Ingersoll Bros., watch manufacturers, for whom he will travel through the South American countries.

A. Barof is back in his old position in the office of Rowland & Marsellus. He has had enough soldiering. Had he gone "over there" it would have been different.

W. S. Pitcairn, who recently returned from a trip to Chicago and St. Louis, reports that the retail trade in those cities is wonderfully good. Naturally, it means a big trade also for the wholesalers.

L. Philip Martin, of the Lancaster (O.) Glass Co., arrived in New York last Friday to confer with Frederick Skelton, local representative.

The efficiency of Miss Harriet Cortlang, assistant to R. H. Flogel, head of the Flogel Decorating Works, is often commented upon by the concern's customers. Her official position is office manager, but there is scarcely a detail of the business with which she is not thoroughly conversant and competent to help out with if necessity requires it. Miss Cortlang would not feel at home in any business where she did not handle china and glassware, for she has practically been brought up in it, having started at an early age with the old firm of Wilhelm & Graef, where she remained until the con-

cern failed. Next she went with Gilman Collamore & Co., with whom she was connected for seventeen years in various capacities, and finally became buyer's assistant. She has been in her present position for over ten years.

H. Benedikt spent three days in Philadelphia with his dinnerware lines last week, feeling out conditions. Judging from the royal good humor he was in upon his return, business was all that could have been wished.

Ernest D. Wetton, traveling representative for the Libbey Glass Co., who is home from the road for the Christmas holidays, was a welcome visitor among a number of his old friends in the trade here this week. He expects to rest up until early in January, when he will return to the factory to prepare for an extensive trip over his territory through the West.

Arthur A. Bean, formerly representative of A. H. Heisey & Co. in New York, is now in charge of the hotel and restaurant department of M. Sellers & Co., Portland, Ore. Mr. Bean has been out of the trade for about two years. All his friends will welcome him back and wish him success.

A. H. Hays, manufacturers' agent, will remove the latter part of the month to the Fifth Avenue Building, where, together with Harry P. Muirheid, he will occupy room 615 on the sixth floor. He expects to have his samples placed and be in readiness for business by January 1.

John Hackenberg, of Milton, Pa., with five assistants, was in New York this week placing orders for Japanese goods.

Our old friend and one-time associate, W. S. Harris, dropped into the office this week to ask if a joy ride in a flivver produced auto intoxication.

Alex. G. Menzies, who has been assistant to D. King Irwin at the Cambridge (O.) Glass Co.'s New York wareroom, will remain in charge after Mr. Irwin's departure.

After being out of active business for nearly a year on account of ill health, Charles Baum, the former well-known manufacturer of mirror plateaux, is about to establish himself in another line. The new business will be known as the Royal Silverware Co. He has secured control of a silverware factory whose product will be the principal feature of his business. Besides this he will also handle factory close-outs in cut glass. He has leased the second floor at 16 West Twenty-third street.

B. Tomby, formerly agent in New York for Reinhold Schlegelmilch, is dangerously ill, with small hope of recovery.

Mr. McWilliams, formerly of the Lonaconing Glass Co., will go with the Jones, McDuffee & Stratton Co., Boston, and travel for them in the Central West.

Albert Brech, Jr., son of Albert Brech, manufacturers' agent, was released from the service last Thursday and is again assisting his father in the business. He was a member of the Students' Army Training Corps at Columbia University.

Emil Schulingkamp, Southern representative for Takito, Ogawa & Co., with headquarters at New Orleans, arrived in the city on Monday for a conference with the heads of the concern. Soon after his arrival he was taken ill, and was removed from his hotel to the St. Lawrence Hospital on Wednesday.

Other buyers in town were S. E. Bell, for Tompkins Dry Goods Co.. Middletown, N. Y.; E. H. Wade, of Horton & Wade, Albany; A. F. Brackman, for The Fair, Chicago; W. B. Smith, of Smith & Lawrence, Syracuse; W. W. Mosher, for Sibley, Lindsay & Curr Co., Rochester, N. Y.; A. L. Rawlins, of A. L. Rawlins & Co., Pittsburgh.

NOMINEES FOR THE YEAR.

THE Nominating Committee appointed at the last meeting of the Crockery Board of Trade have prepared the following nominations to be submitted at the annual meeting, to be held on Wednesday, January 8th, 1919.

For president, Wm. F. Dorflinger; first vice-president, K. L. Wedgwood; second vice-president, H. C. Kupper; treasurer, C. A. Holbrook; secretary, L. S. Owen.

For Members of Executive Committee—Lee Kohns, James Davison, L. S. Hinman, J. Rosenfeld, Henry Witte, H. K. Tetsuka, George B. Jones.

Arbitration Committee—Robert Slimmon, L. D. Bloch, John J. Miller.

Membership Committee—Wm. R. Noe, A. Gredelue, E. F. Anderson, E. J. Ridgway, Charles Streiff.

Trustees for term expiring January, 1922—Wm. F. Dorflinger, K. L. Wedgwood, C. A. Holbrook, Jas. B. Boote. For term expiring January, 1920—Gilbert M. Smith. For term expiring January, 1921—L. S. Hinman.

REVIEW OF YEAR IN CHICAGO.

IN staple lines there was no lack of order-placing at any time during the year. Normal conditions were reversed; instead of the seller seeking the buyer, the buyer was seeking the seller. The business transacted by the representatives of the better-known lines was limited only by the number and volume of the shipments the factories were able to make. Few factories were able to keep up with their orders, and the agents were prevented from making a great deal of progress during the latter part of the year. Then, five weeks ago, came the great news! The change in the trade was electrical. Everybody began to make plans for the coming year, and they are making them still.

Retail trade is excellent, and the buyers for the big stores are making no secret of the fact that they intend to place some heavy orders when they go East next month.

Word from the glass factories and potteries is very encouraging. Lower prices are not expected for some time; but they will come eventually, and on that account it is not expected that the buyers will place orders very far ahead.

The manufacturers' representatives were up against an almost impossible proposition, from a business standpoint; and that all but a couple of them were able to weather out the year is a tribute to their stability and skill. Factories shipped goods irregularly and often refused orders because of the utter impossibility of filling them. The salesmen, depending on commissions to pay their expenses and make a living, were often hard pressed to make ends meet, and this despite the fact that they were booking more business than ever before in their entire existence! The potteries had such a volume of government business that they were unable to attend to their ordinary trade, and the Middle West suffered on account of a lack of dinnerware. But in spite of war conditions English manufacturers seemed able to ship large qnantities—at times approaching their peace volume. Marshall Field & Co. at all times had a good supply of Copeland, Wedgwood, Royal Doulton, Minton and similar well-known makes. Showing such stamina in war-times, the English potters will probably do better still in the future; and it might not be a bad idea for the domestic potteries to realize this fact and push their own excellent wares by sales and advertising effort.

Lighting glassware was dead in the Middle West for the greater part the year. Building was practically at a standstill, and about all the lighting glass used was in replacement, or in the few buildings which the Government allowed to be erected because they were considered essential.

Cut glass did not enjoy a good sale during the year. The buyers and the public were disgusted by the large amount of poor glass on the market; also the blank manufacturers were unable to fill their orders. The cutting plants did not know from one month to another whether they would be able to work.

The premium trade, which generally takes a lot of cheap cut glassware, was very dull, especially during the latter part of the year. The salesmen also had their troubles with rising prices in all lines. The five and ten cent stores found themselves unable to touch many lines which they formerly handled, because of the higher cost. However, the buyers' predictions that the public would not pay high rates have not been fulfilled, for business at the stores has been, and still is, heavier than can be handled.

The jobbers, including the hotel firms, the great mail-order companies, and all the other wholesalers who make a department of crockery and glassware, entered the year in bad shape with respect to their reserve stocks. The war had begun to tell heavily upon them, and there was difficulty in restocking. The hotel jobbers seemed harder hit than any of the others. They lost a lot of valuable time in making sure that the potters and glass manufacturers meant what they said when they advanced prices. Always before they had said: "Yes, that advance may mean that the little fellows must pay more, but it does not mean me. Wait until I go down and offer them the cold cash for a few carloads!" It didn't work this time, however, and the hotel jobbers presently awoke to the fact that they would have to pay the prices asked, and would be in luck to get the goods at any price! The manufacturers took their revenge for the treatment received in other days. That they were careless and indifferent in their shipments to the local jobbers there is no question. They preferred the direct business, and as there was enough of this to take all they could produce it was only natural that they should not be greatly interested in the anachronistic claims and arguments of the jobbers. The jobbers here will make an effort, no doubt, to load up on staple items as soon as they can. They will not buy heavily, because they hope prices will drop; but if they stay in business they will have to place some substantial orders at that, for their cupboards are as bare as Mother Hubbard's ever was.

The chief trouble of the retail branch of the trade throughout the year was to get merchandise. A buyer's ability depended on his success in getting stocks. He had little trouble about prices, for, no matter what he paid, he was able to close out whatever he bought at the usual profit. The big demand was for staples. Purely ornamental merchandise did not sell well, al-

though there has been a marked revival the last few weeks.

It was a good year for lamps, and the department managers of many of the stores have come to make lamps their leaders for sales, just as they formerly picked a certain pattern of cut glassware or china to attract the public.

The outlook for 1919 is excellent. The members of the trade here do not believe that reconstruction need be accompanied by any period of dullness. The buyers would like to see lower prices, but they are not in any position, or in any mood, either, to conspire to make them lower. The manufacturers are informing their representatives here that they are going to try to keep wages at the present high pitch, and that the only hope they have of doing this is to maintain their present prices. They are more interested in getting full forces at the factories once more than in cutting wages. Stocks are everywhere low, and it is hard to see why things should not boom throughout the whole year 1919.

HOW ARTIFICIAL EYES ARE MADE.

AS early as 500 B. C. artificial eyes were made by the priests of Rome, who practiced surgery and medicine. These were very crude affairs, and consisted of flesh-tinted linen, to the flat side of which a piece of earthenware was cemented. They were then modeled life size and painted to represent the human eye and lid. The linen was coated with some adhesive substance, placed over the socket and pressed down. Instead of being inserted, the eye was worn on the outside of the socket, covering the cavity. It was not until the year 1579 that anything corresponding to the human eye was really produced. A gold ball was then inserted with colorings to represent the iris. This was followed by an eye made of enamel and tinted.

During the year 1840 Professor Boissoneau of France created what could honestly be called an eye that was human in appearance. The method of manufacturing was practically the same as that employed at the present time, with the exception that in the intervening years great improvements have been made in imitating the colors, which are almost lifelike in effect. Besides, many improvements have been made in the shapes, which are practically molded to conform to the socket and fill all the available space.

The artificial eye industry was first introduced into the United States by the late Peter Gougelmann, founder of the present firm of Mager & Gougelmann, who studied at Paris under Boissoneau, who at that time was the most eminent man in his line. This business has been carried on since 1850, and a peculiar and almost unbelievable coincidence is that the first three patients who were fitted are still alive and visited the establishment recently.

In making a glass eye, a tube of glass about twenty-four inches in length and about an inch in diameter is placed in a fire and heated to such an extent that a part about an inch long can be drawn off. As the glass is very susceptible to heat, it acts like molasses taffy when undergoing this process. The smaller portion of this tube is blown round, and after the centre portion is found a small rod of tinted glass, depending upon the color of the eye which one wishes to produce, is selected. This is fused on the point of the tube and blown to about ten millimeters in size, after which the various colors are added in order to duplicate the eye which one is imitating.

After this operation a pigment is placed around the middle of the iris, followed by the insertion of the pupil, which varies in size according to what the case may be. This is usually large in the case of children, and proportionately smaller as the patient grows older. The pupil is then covered with crystal in order to give the eye a more lifelike appearance. After this has been carefully fused the veins are added. This is accomplished by means of a long thin rod of reddish enamel, the quantity varying according to the condition of one's system. In every case where men are heavy smokers or addicted to drink the veins are increased in order to correspond to the natural eye. The shape is then blown after the sample, which is practically a mold in the socket in order to obtain the correct size of the cavity. There are scarcely two of these shapes that are identically the same, and in order to obtain the shape it is necessary to heat the bulbous part of the eye so that it can be easily blown.

All of this is done by hand and requires an unlimited amount of practice. After the general shape of the eye is blown it is pressed in with an instrument and drawn in by means of the tube which is at the extreme end of the bulb. When this has been done the eye is carefully annealed to prevent it from cracking.

OBITUARY.

JOHN R. ARTHERHOLT, dealer in crockery and glass at Erie, Pa., died December 8, aged sixty-six. He was born at Transfer, Pa. and at the age of twenty-two began business in Greenville, removing to Erie in 1893.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of November amounted to £54,763, compared with £41,585 for the month of November 1917.

CAMEO ETCHINGS

Etched 38 A.

Coin Gold Floral in
all styles of
Modern and Artistic
Decorations on all kinds
of Glassware made by

Etched 58.

BONITA ART CO.

THE HOUSE OF NEW IDEAS,

Wheeling, W. Va.

Etched 22 A.

Chicago, Ill.

Minneapolis, Minn.

St. Louis, Mo.

Kansas City, Mo.

Etched 50.

ON DISPLAY DURING JANUARY EXHIBIT AT

Fort Pitt Hotel, Pittsburgh, Pa.

In charge of Mr. Otto Jaeger.

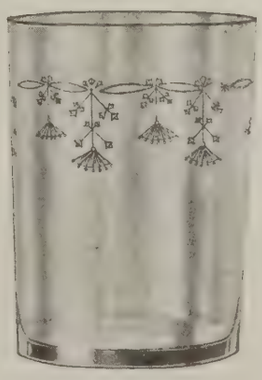
EASTERN SAMPLE ROOM:

1140 Broadway, New York City.

In Charge of Cox & Lafferty.

OTHER AGENTS:

Kelly & Reasner, 30 East Randolph St., Chicago.
Ernest Bersbeck, 102 Third St., South, Minneapolis, Minn.
J. M. Irving, 402 Equitable Building, St. Louis, Mo.
P. L. Guillet, 319 West Ninth St., Kansas City, Mo



Etched 55.

On China

TRADE MARKS:

On Glassware

ESTABLISHED 1865.

JESSE DEAN, Inc.,

Importer and Manufacturer

Fine Decorated China and Glassware.

"DURABLE COIN GOLD."

New York Office:
95 Madison Avenue,
New York City.

Factory and Decorating Shop:
76 and 78 Carroll Street,
Trenton, N. J.

F. PRENTICE ABBOT, JR.,
President.

ALFRED E. ABBOT,
Treasurer.

HERBERT ELLIS,
Secretary and Manager.

A Merry Christmas

. . . . AND . . . .

A Verry Happy New Year!

HAVILAND & ABBOT CO.,

95 Madison Avenue, New York.

Corner of Twenty-ninth Street.

THE Ch. Field Haviland

LIMOGES CHINA

AT IMPORTATION OR FROM STOCK.

MARQUES DE FABRIQUE

SUR BLANC GDA FRANCE + SUR DECOR CH. FIELD HAVILAND LIMOGES OR SUR DECOR GDA LIMOGES

MORE POPULAR THAN EVER.

WE are turning out our line of art floor and table lamps, silk and parchment shades and art novelties on a more extensive scale than ever in our new factory, where greatly-increased manufacturing facilities enable us to cope more efficiently with our constantly-increasing business.

Strikingly Original Decorative Creations.

Unusual Styles.

New Designs Now Ready for Spring.

Exhibit at Fort Pitt Hotel, Pittsburgh, during January. A. Abrams in charge.

The ROBICHEK COMPANY, Inc.

479-485 First Avenue, Cor. 28th St., New York.

Telephone—Madison Square 9163.

A. J. FONDEVILLE & CO.,

Successors to

FONDEVILLE & VAN IDERSTINE,

9 and 11 East Sixteenth St., New York,

IMPORTERS OF

CHINA, GLASS AND EARTHENWARE.

SOLE U. S. REPRESENTATIVES OF

VERRERIES DE PORTIEUX, Vosges, French Glassware.

KELLER & GUERIN, Luneville, French Earthenware.

HTE. BOULENGER & CIE., Choisy-le-Roi, French Earthenware.

ALFRED HACHE & CO., Vierzon, French China.

GLOBE POTTERY CO., Ltd., Cobridge, English Vitrified Hotel Ware.

WEDGWOOD & CO., Ltd., Tunstall, English Dinnerware.

E. BRAIN & CO., Fenton, English Bone China.

JOHN SADLER, Burslem, English Rockingham Teapots.

. . . THE . . .

West End Pottery Co.,

EAST LIVERPOOL, O.,

MANUFACTURERS OF

White and Decorated Dinner Ware,

Open Stock Patterns,

and Plain White Hotel Ware.

WE are specializing on White Hotel Ware and St. Dennis Teas for the Jobbing Trade, and are in position to give excellent service on this class of goods.

See our complete line at factory sample rooms.

During January will exhibit at Fort Pitt Hotel, Room 776. Mr. J. P. Curry in charge.

A Product Without an Equal.

Royal Copenhagen Porcelain.

EVERY ceramic expert worthy of the name knows that ROYAL COPENHAGEN PORCELAIN possesses qualities found in no other product fashioned from clay—that it represents the highest expression of art in pottery making. Its underglaze decorations in the famous Copenhagen colors and its exquisitely modeled art pieces are appreciated by connoisseurs everywhere.

ROYAL COPENHAGEN PORCELAIN and DANISH ARTS,

563 Fifth Avenue, New York.

PEACE GREETINGS.

The Eleventh Hour
OF THE
Eleventh Day
OF THE
Eleventh Month

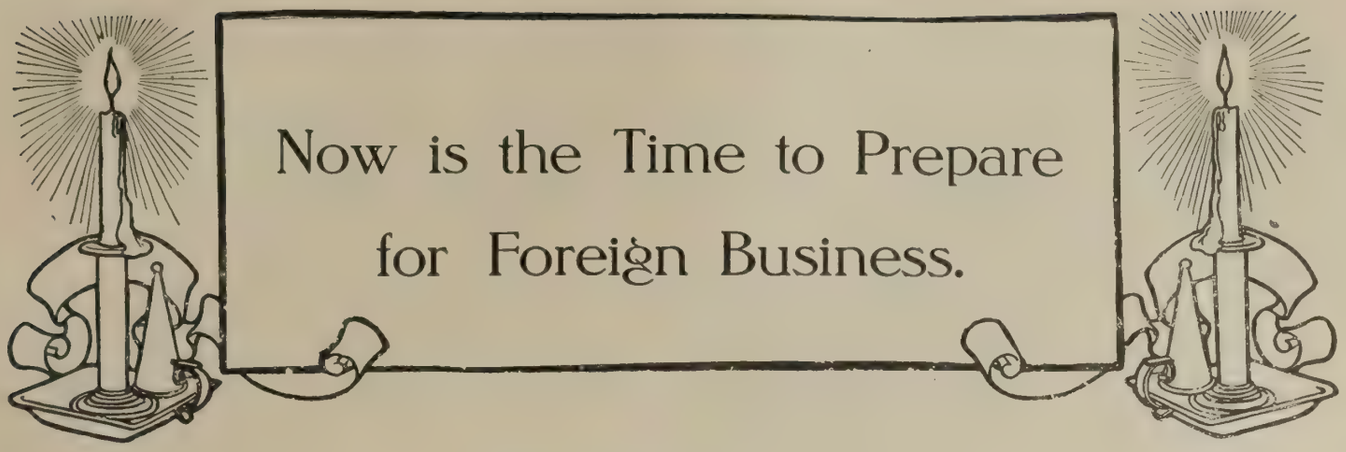
of the Year 1918 was the most glorious moment of the passing year.

SEASON GREETINGS.

WE extend hearty greetings with sincere wishes for a Merry Christmas and a very Happy New Year. At this Christmas season our hearts go out in gratitude for the friendships we have always enjoyed. May the coming year bring you and us genuine happiness and the prosperity we all deserve!

SOUTHERN POTTERIES, Inc.,

ERWIN, TENNESSEE.



Now is the Time to Prepare for Foreign Business.

THE time has come to urge strongly upon individual manufacturers the immediate necessity for getting ready their organizations for the winning of foreign business.

This recommendation is for the *individual* manufacturer. It is important now to put all the emphasis on organization by individual concerns, for their individual business development. It is a matter of national importance, of course, that the general organization of commercial preparedness should go forward. The nation is vitally concerned (whether it is conscious of it or not) in a great development of foreign enterprise, whether considered in the aggregate of many individual efforts, or in the phases of combination and co-operation into larger units, as under the Webb Law's legalization of the export associations. We can be more or less impressed by the proposals for some kind of nationalization of export. But the whole national effort will fizzle out unless individual enterprise now awakens everywhere, and individual enterprise and initiative systematically organizes to extend American trade by American methods over foreign markets, says "The Americas." The necessity of getting ready now without delay can be urged upon the individual business concern in its own interest, for, as between American manufacturers themselves, the ones that get their plans and systematic machinery for doing foreign business in shape now are going to be at a decided advantage over those who delay and find the rush for export upon them while their organizations are still in a raw state.

The human personnel for getting together a foreign trade organization in a hurry does not exist in America. Men who have anything beyond a theoretical, superficial, or merely clerical training for doing foreign business are hard to find. The best of our coming army of foreign salesmanship is still to be recruited and trained. The result of the lack of available men of capability is that many American manufacturers are training their own men and devising their own plans for export. This takes time, and perhaps some experimentation. For in the doing of foreign business, of all things, a "little knowledge" is expensive, and many things which seem obvious even to shrewd men, without experience, are found to be exactly what successful exporters do not recommend. There is a vast fund of good, practical information about the right way to organize for exportation, available in this country. There is still time for the manufacturer to train himself and his men, work out his plans, and thoroughly equip for the busy time ahead of us.

The emphasis is upon individual preparation. Everything points to the expectation of a much more highly organized handling of international business by exporters of all the competing nationalities. There is some expectation of active governmental participation in this international trade. Some American manufacturers actually anticipate that our government will do foreign selling for them. There would surely be small hope for such government-marketed products in competition with the individual skill and energy of the kind of private organization now being developed here; and any government monopoly of sale would wither our international prospects. Many developments in widespread organization now going on in this country among individual concerns, or the groups of them that are uniting into export units under the Webb law and its legalization of export associations, indicate a general belief that our trade expansion will find its greatest success not in the theoretical advantages of cheap standardization of everything, which foreign customers will probably reject, but through the extension over good foreign markets of our typical American methods of live sales-campaigning and distribution of articles which appeal by their individuality of excellence and are introduced to ultimate consumers through the most skillful methods of large scale advertising and stimulation of demand.

Efficient individual organization by individual exporting manufacturers is the only way by which this American business genius will find its particular adaptation of home methods to foreign conditions. When we say that the individual manufacturer should organize, now, at once, we mean that he ought to get all his own facilities

ready inside his own office and plan to go after the foreign business right, and handle orders right when he obtains them. Hardly any two manufacturers who foresee the advantages, and the necessity, of building up a foreign distribution, will have exactly the same business problems, or solve problems in the same way. One radical difference between the method by which successful American concerns have expanded the export sale of manufactured articles in the past decade or so, and the European method, has been the fact that while the tendency of European exporters has been to keep to standardized ways of conducting trade, Americans have studied all the exceptional circumstances and "hit the line hard" when they found circumstances which, with ingenuity and energy, they could take advantage of.

Individuality of method and organization is characteristic of successful American exports of manufactures, particularly of special goods of high quality. They study foreign markets with particular reference to the individuality of their manufactured articles, and with reference to their policies of merchandising. They pick the facilities available for their individual circumstances, in deciding how they will conduct their foreign business. And so, one manufacturer's "organization" is likely to be entirely different from another's, even when they are both selling the same line of goods.

It may be only the manufacturer himself and an employee or two who have learned exactly how to handle a foreign order right, also a thoroughly thought-out way of doing it, that is one successful exporter's "organization"; or it may be an elaborately organized export department, with an export manager, a traffic manager, a corps of foreign salesmen, a statistician, and a force of clerical help trained to foreign correspondence, along with a special packing room and even specially-made "export" goods with their labels, etc., to suit. The "organization" is simply the right machinery, ready to do the right thing, to do it quickly, efficiently, and with expert discrimination. What manufacturers are urged to do now is to get such organizations in shape.

The head of a great American corporation which manufactures engineering machinery for all the world, a man who says that American commerce will go anywhere American manufacturers will make it go, was asked how he managed to meet German price competition in foreign markets successfully. This was before the war.

"If we were asked to build a particular machine according to set specifications," he replied, "the Germans could beat us with their cheap wages and cheap construction. But if anybody asks us to build a machine, or an acre of machinery, that is *to do some particular thing the best way,* and most efficiently, we will get the machinery up and beat the Germans both on the first cost and on economies of continued operation."

In getting foreign trade, successful American organization has been built (and it is the genius of what is going on in preparation today) on the same idea. It would be easy to name a dozen American concerns that have heavy foreign business, which has been built up as a result of some broad-minded man becoming interested in the foreign possibilities, informing himself to his own satisfaction about how and why ultimate consumers abroad buy or refuse goods in his line, or finding his own reasons for confidence that he could produce a new market for his products, then looking over the whole outlay of commercial facilities available for his plan of making a market, and finally getting together out of his American organization the people adapted to doing it according to his ideas, and they carrying it out successfully.

The men who have done this sort of thing are men of broad mind, with a comprehensive business imagination, capable of developing the "world view." Such men are apt to get a business inspiration from the most unexpected sources. A prominent manufacturer of textiles, as an instance, became interested in the Argentine market through being surprised by the modern and "North American" (as he called it) aspect of Buenos Aires and its citizens as he saw it in some illustrations of a popular business description of that city. He conceived the idea that the fancy cotton fabrics he made would "take" there. When a Buenos Aires merchant came to the United States asking our people to duplicate the styles that had been thought the only thing that could be sold to Argentine trade, he proposed to manufacture the man's own goods if the merchant would agree to take a consignment of the United States styles and push them in Buenos Aires. The arrangement was made, and three times as much of our goods as of the "only kind that could sell" were marketed that season in Buenos Aires. That is a clue to another phase of successful American individuality of business method. Brilliant accomplishments are on record, in American foreign trade, of men who doubted the dictum of "experts," went abroad or sent abroad and found out the intrinsic reasons why certain things were preferred, found out sometimes that it was wholly the dog-in-the-manger preference of established dealers, or their deadwood inertia; found, at other times, that there were *real* reasons in the manners, the whims, and even in the physical characteristics of the people of a country why they *should* have exclusive styles. And maybe they won a market by using these solid commercial reasons in offering something based on intrinsic foreign demand that was much more to the ultimate consumers' wishes than what they had been obtaining.

Generally the men who have done this sort of thing were at the head of their establishments—or, at least, are *now* at the head—but occasionally young men, junior partners or employees with ideas have won signal success in this way. There is a man who today occupies an important place in the management of a big chemical and medical goods company in the Middle West, who started a world-wide development of that company's

Pottery-making at a Moki Pueblo.

business by going abroad at his own expense on a vacation trip and making good on what he had been vainly urging his company to do. He sold enough on his trip to make it profitable. He got his company started. Today they ship for export in enormous amounts and have factories in far-away regions. He won by bold American ingenuity, in his own way. When he first went to Africa, the leading import and distributing house there, a strong British firm, refused to consider his goods. He was told that this concern's verdict settled it. He thought differently, bought a cart, drove for a thousand miles through South Africa, and came back to Cape Town with an established trade and enough orders to make his first shipment two carloads of patent medicines. The British firm had heard of it. They signified their intention of handling his trade. He had already arranged with a smaller dealer. They threatened He went ahead in his own way and now has an immense South African trade. His trade covers Asia, even the wildest regions. His advertising in China, in Persia, or in North India, is prepared on the spot. His men get hold of native writers, tell them what they want to say, try the "copy" out on other natives, then send the final result out to Iowa, where it is printed by the ton and shipped abroad.

A prevailing idea now among men intrusted in the American organization of foreign trade is that the best way to do it is to use capable men and women selected from their domestic organizations by individual manufacturers and trained to do what must be done for getting and doing foreign business. In large organizations there are a few important special positions which perhaps might best be filled by taking on ready-trained men, when these can be found. It is firmly recommended that as far as possible the sales executives and American salesmen to be sent abroad be selected from among men who have had a good training in the manufacturer's own establishment, and who are familiar with the merchandise, its particular qualities and "talking points" in sale, and the business policies of the concern. As far as possible they should know factory processes and elements of the production and its costs. The first recruit in the new organization ought to be the "boss" himself. World-wide business is destined to play so important a part in American distribution hereafter as to make the failure of almost any good-sized manufacturer to grow up with the mental expansion of American business interests to the "world view" a virtual portent of future business decadence. But the active details of a foreign business designed to grow big will require all that is in some other executive who should devote his whole energy to it.

It cannot be too strongly urged that the executive organization of sales be made just as strong as the concern can afford to make it. The question will arise early in the planning whether the foreign business that can be expected warrants the establishment of a full organization for handling the business direct with foreign customers, or whether the convenient and economical facilities of export jobbers will be largely employed. A manufacturer's capital resources have something to do with this question, also, as foreign trade can be handled with a smaller available capital when the trading companies conduct the distribution. The advantage of a direct organization is in the fact that every ounce of effort can be put into the pushing of the one concern's products and the utmost development of individual methods can be employed. But while a large volume of our foreign commerce consists of exportations altogether handled by the great international jobbers, who sell and deliver goods which they buy on practically a cash basis from the manufacturers (by which these avoid any necessity of considering sales problems or foreign credits), many manufacturers find that by co-operating with jobbers in sales-promotion abroad, by concentrating their own direct energies in certain good markets, doing some good advertising, etc., they can create foreign demand at strategic points, and still have the benefit of the excellent services in general distribution, shipping, elimination of credit-burden, etc., which our leading export jobbers offer. They use in about the same way the services of forwarders, who do not ordinarily do any selling abroad, but conduct for exporters all the technical services of shipping, documenting, handling of drafts, etc. Nobody who is a master of foreign business feels the necessity of an absolute choice between "direct foreign business" and "the commission house." The masters generally use both. The biggest single exporter in the United States supplements its own foreign organization's work by exporting over half of its product sold abroad through trading organizations. There is hardly an American concern exporting on a big and widespread scale which does not use the facilities of export jobbers to cover some part of the world where it is not thought economical to have its own direct organization or to parallel its own organization where additional distribution can be obtained by the arrangement. The trading houses welcome the co-operation of manufacturers who stimulate foreign demand for their goods by any method.

Therefore, whatever the way in which an American manufacturer may plan to get his goods to foreign customers, he will gain by having some organized way of stimulating and directing his own foreign business. He should have good information and study for himself the chances of putting his goods into every possible market and of taking advantage of every new situation that offers an increased sale. Even if a jobber handles all his foreign business, a thorough grasp of the situation will enable him to exercise a measure of direction of the jobber's efforts. The advantage of this intelligent direction are sufficient to warrant the employment of a good export manager simply to advise him and negotiate with

jobbers. One of the things that an organizing manufacturer will do first is to get into touch with jobbers, find out what facilities the different houses offer, what countries they cover, and their terms. Another of the first things will be to find out all he can about foreign business and to make connections by which he will receive a constant service of good foreign-trade information. If he can discriminate, he can pick out from the Government's many publications many a bit of live, practical information. He can obtain trade news from several good periodicals that devote themselves to export. He can get direct information about foreign markets from banks that have efficient correspondence connections. There are five important foreign-trade associations of general character that have information services, and one of them is co-operative, its members, limited to manufacturers, having the privilege of calling upon each other for a reasonable amount of information which can be obtained by foreign representatives. A new source of the livest kind of foreign market information that is to be typically and exclusively American is now promised by combinations of large advertising houses, which are extending their organizations over the world and say that they will shortly not only be able to handle foreign advertising campaigns well planned to get results, and economical, but that they will study out entire foreign sales campaigns for American manufacturers, covering definite foreign regions.

The manufacturer who does not get this directive intelligence of world-markets on a systematic basis will soon be regarded as behind the times in a business way. In most corporations, where an extensive broadening of their markets is expected after the war, systematic statistical work is now being organized. The Germans have carried this to the extent of having consulting economists attached to the offices of the president, or reporting directly to the directorates of their larger companies. These men employ statisticians to gather and tabulate information from every part of the world, and it is their business to report frequently in thoroughly digested opinions about changes in conditions affecting directly the supply of raw materials needed by the company, or the sale of products in various countries. The great machinery plants of Germany, as an instance, concentrated their manufacturing energy on this or that kind of machine, on the advice of their consulting economists, as conditions indicated a demand for textile machinery, or sugar machinery, etc. We are informed that even now there is reason to believe that the skilled watchers for these economic organizations connected with German export trade are keeping thoroughly posted on every business development. We do not elaborate quite so far, in this country, but the tendency toward organization of scientific information about markets, both domestic and foreign, by individual companies, is plainly seen.

In accordance with their individual ideas of what they expect to do in foreign business, heads of concerns are organizing along the lines indicated, and either preparing to manage in person, or through junior executives, or are securing men of technical export experience where these can be obtained, in order to handle the promotion of their foreign business right. There is much inquiry for experienced men; any man who has been a successful export manager, especially if he has worked with American ideas, can now secure a desirable connection. Particularly, big-sized men are wanted, and manufacturers are ready to pay well for the kind who are capable of planning and executing extensive campaigns. There are signs also that we shall soon see groups of smaller manufacturers getting together into export associations under the Webb law, and these will require exceptional men. The question is where they will be found.

Next come foreign salesmen and representatives capable of going abroad, of judging and estimating the sale to be expected in certain foreign markets, and of recommending and establishing the organizations required there. Within a few months, important American concerns have sent many such men to South America and to Asia. Many have been men of previous experience, newly employed on account of their general foreign business knowledge. But most are men picked out of the company's own forces, exceptional fellows who know intimately the goods and policies of their house, who have acquired ability to talk Spanish or Portuguese with reasonable facility.

It is the urgent openion of men whose success gives them authority to advise, that American manufacturers should do this more generally; pick out exceptional salesmen, give them facilities for learning Spanish, Portuguese, French or Italian quickly, assist them also to put on top of their skill in American salesmanship some knowledge of the tactical handling of foreign customers which can be got by inquiry, and thus complete the sales organization to be used abroad.

With American adaptability, men of fair education, tact and courtesy, as we employ it here, soon find themselves at ease abroad. Probably the first trip of one of these men will be to see what can be done with his concern's products in a single country. If he knows his business, he will get introductions from American banks, he will interview "the trade," and then he will go further. He will know how the whole distribution is conducted, from importer to retailer who sells to consumers. He will take time to get into close touch with the life of the people, to see what they want. He will study the whole business situation, to locate every facility and instrument that he could use.

American business is going to extend its methods and its domestic organization to foreign fields, not necessary with violence to existing foreign distribution organizations. For that reason we need to send exceptional men.

Continued on page 162.

. . . THE . . .

Limoges China Co.,

MANUFACTURING POTTERS,

SEBRING, OHIO.

WE are pleased to invite the trade to inspect our English Dressler Continuous Tunnel Kiln, which is the first to be used in a General Ware Pottery in the U. S. A.

REPRESENTED

In New York by
EDWARD B. DICKINSON,
200 Fifth Avenue.

On Pacific Coast by
ALBERT GROESCHEL,
285 Minna St., San Francisco, Cal.

In Chicago by
JOHN G. EDMUNDS,
1319 Michigan Blvd.

IRA A. JONES, Prest.

G. C. WATKINS, Vice-Prest.

O. C. HELM, Treas.

R. H. SOUKUP, Secy.

Ira A. Jones Company,

17 N. Wabash Ave.,

CHICAGO, ILL.

REPRESENTING

CHINA, GLASS and LAMP MANUFACTURERS.

. . . . THE . . . .

Mayer China Co.,

Beaver Falls, Pa.,

MANUFACTURERS OF

Vitrified Hotel China

MADE IN

Round Edge and Thick Shapes.

. . . . USED BY . . . .

HOTELS, RESTAURANTS, CAFETERIAS, CLUBS,

RAILROADS, STEAMSHIPS, INSTITUTIONS, Etc.

Exhibit will be held as usual in January at Fort Pitt Hotel, Pittsburgh, Room 710. In charge of Mr. Arthur E. Mayer.

. . . THE . . .

T. A. McNicol Pottery Co.,

MANUFACTURERS OF

"AMERICAN" AND "ASTER"
DINNER SERVICES.

Cable Line. Specialties.

Factory, EAST LIVERPOOL, OHIO.

VIENCE MEAKIN.
18th U. S. Hospital, Waynesville, N. C.

FRANK HOOVER.
135th Machine Gun Battery.

CHARLES H. PURTON.
Headquarters Co. 14th Reg.

They're Coming Home!

RAY McCONNELL.
5th Field Artillery.

EDWARD and FRED DENSEMORE.
Co. L, 332d Infantry.

WILLIAM P. BOCH.
Co. D, 47th Infantry.

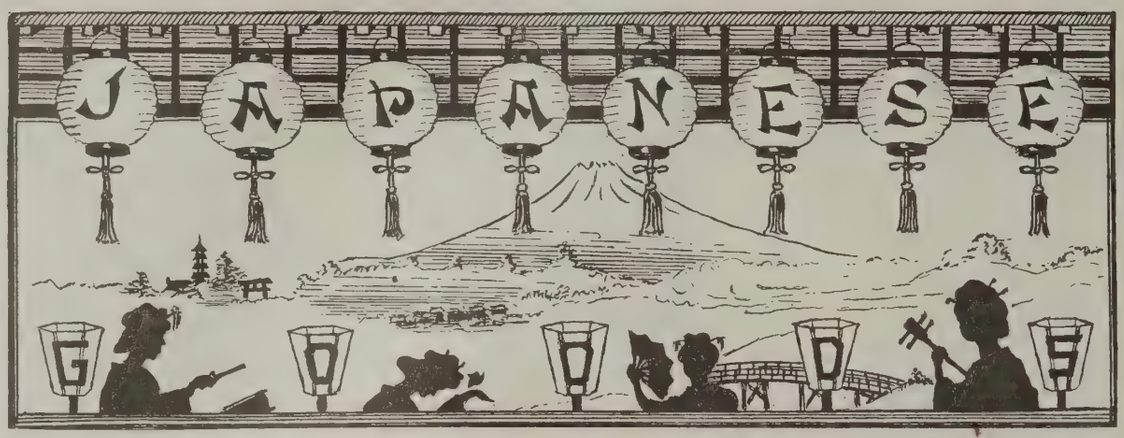
WE gave our best, and that's why it was a proud moment for our organization when we were told OUR BOYS were coming back.

That's why we are OPTIMISTIC. It means MORE EFFICIENCY AND GREATER PRODUCTION for 1919—the year of assured

PEACE AND HAPPINESS.

The T. A. McNicol Pottery Co.

EAST LIVERPOOL, OHIO.



An Old But New Message from Japan:

"Peace and Good Will to All!"

WE have done our best to cater to our patrons during the war. Despite drastic restrictions on importations we have kept our stocks unusually complete, and will do better in both stock and import as conditions improve.

Mogi, Momonoi & Co.,

Importers of Japanese Goods,

105-7 East Sixteenth Street, New York.

Come to the factory!

We shall not exhibit our goods in Pittsburgh during January, but invite you to see us in Bellaire.

It will pay you to investigate, at THE SOURCE, the same as it has paid many of your competitors.

One trip will convince you that you ought to repeat it regularly.

Yours very truly,

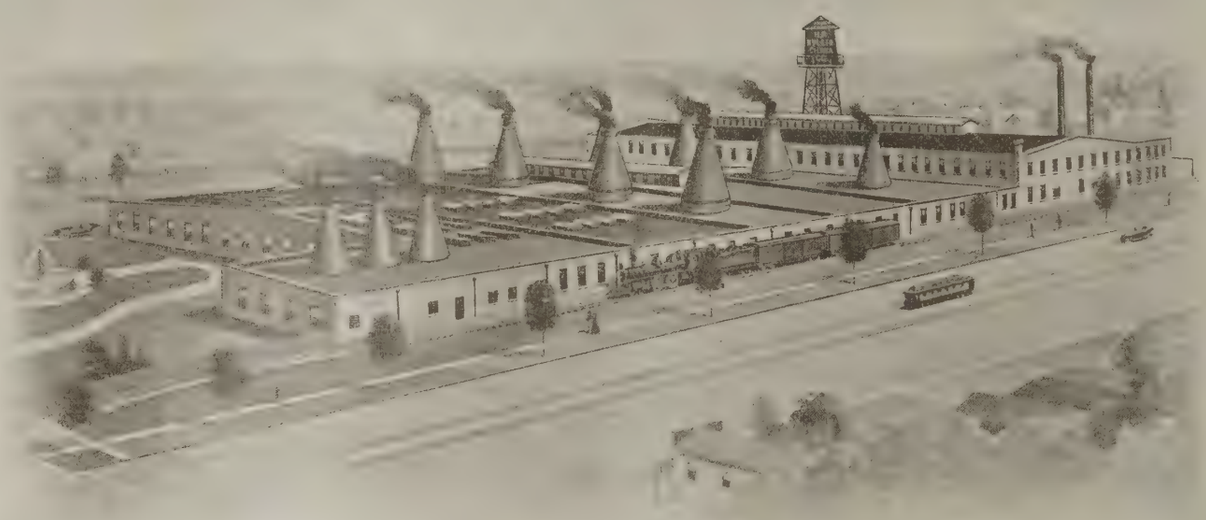
Imperial glass company

BELLAIRE, OHIO.

Our factory is easily reached by a short trip from either Pittsburgh or East Liverpool.

Christmas Greetings to All!

With Peace on Earth and Good Will to our Allies, we join with you in the world's greatest Christmas offering—the Gift of Peace.



H. R. WYLLIE CHINA COMPANY

HUNTINGTON, WEST VIRGINIA,

Manufacturers of **SEMI-VITREOUS PORCELAINE,**

DECORATED AND PLAIN WHITE.

Open Stock Dinner Ware, Dinner Sets, Art Ware, Specialties and Double Thick Hotel Ware.

Sample Room at Factory, Huntington, W. Va.

REPRESENTATIVES:

STROBEL & WILKEN CO.,
61, 63, 65 West Twenty-third St., New York.

A. E. HASKELL,
19 Pearl Street, Boston, Mass.

WRITE FOR COPY OF OUR DE LUXE CATALOGUE.

Our Progress in Chemical Stoneware.

THE chemical stoneware industry has been greatly influenced and stimulated by the demands of the war. The importance of this product in the manufacture of certain war essentials, such as acids, chemicals and high explosives, is only fully recognized by those familiar with the science of chemistry.

Perhaps no development of the war holds as much popular and scientific interest as the production of poison gas shells and gases, says the "New York Commercial." Without chemical stoneware the manufacture of these new war materials would have been greatly handicapped.

Chemical stoneware takes the place of chemical glassware in large scale on commercial production. It is also used by concerns that are dealing in acids and chemicals. In the laboratory the chemist uses chemical glassware, but in factory operation such material is out of the question. It is here that chemical stoneware enters, and its manufacture into the many articles required is a most interesting process.

In order that the product will meet all the varying conditions, such as corrosion, high temperature, high pressure, and rapid heating and cooling, the quality and construction of the ware must be of highest grade, and these requirements cannot be obtained by novices. It takes years of painstaking study and research before satisfactory chemical stoneware can be produced.

There is only one factory in America which is devoted entirely to the manufacture of acid proof stoneware, and that is the factory owned and operated by Maurice A. Knight at Akron, Ohio. Through the courtesy of Mr. Knight the writer was enabled to visit this interesting plant and watch the process of manufacture as applied to this important industry. There were workmen engaged in the building of kettles and jugs of all sizes and dimensions, tanks, vats, muriatic, nitric and salphuric acid systems, absorption and condensing towers, faucets, gas pipe and fittings and many other articles, all of acid proof stoneware.

Previous to the war it was generally believed that the best stoneware of this character conld be made only in Germany, where the development of the industry had received much care and attention. Some of the highest grade stoneware in the markets of this country was formerly made from raw clay products imported from Germany; but with the outbreak of the war it became necessary to develop American sources of raw materials, and the accomplishments in this direction are truly astonishing. To-day the chemical stoneware produced in the Knight factory at Akron is said to be superior in every respect to that made in Germany before the war.

The Akron factory was started in 1907 by Mr. Knight, who had given chemistry and clay products considerable study. He was able to secure the services of English experts who had been engaged in the manufacture of pottery in England, and with little capital but a firm determination to succeed he launched this interesting enterprise at Akron. Mr. Knight finds considerable pleasure in relating some of the early difficulties which he was compelled to overcome—difficulties that would have discouraged most manufacturers. In the course of time, however, the quaiity of his products became recognized by users of acids and chemicals in every part of the country, and without salesmen or solicitation his business grew by leaps and bounds. To-day his stoneware is used in all parts of the world except perhaps in Germany and Austria-Hungary.

It appears that the most difficult feature of the industry is to secure competent employees. They must be educated from boyhood in this line of manufacture and have a peculiar fascination for the work. A man must be employed in a pottery of this nature for at least six years before he can produce an article that will meet all the requirements to which it is subjected, and unless he has an adapt ability for the work he will never become proficient.

Although Mr. Knight has nearly 100 employees at work at the present time, he could use double this

number if they could be procured. It is doubtful if he could secure another dozen men to-day if he advertised for additional help in every paper in the country.

Since it has been demonstrated that American clays are admirably adapted to the manufacture of chemical stoneware, this country should lend every encouragement to those who are developing the industry. The manufacturers should be protected by a tariff high enough to prohibit the cheap labor of Europe being placed in competition with the American workers.

It is truly gratifying to see an industry of this nature being developed in the United States by our own people. It upsets the theory entertained for many years that raw material and efficient help for such a line of manufacture were only available in some of the European countries.

NOW IS THE TIME TO PREPARE FOR FOREIGN BUSINESS.

Continued from page 152.

They must learn how foreign consumers can be won to their merchandise, and how to organize the distribution along the way from export here to consumers there. For the most part, they will enlist the present foreign distributers to the sale of their goods, and they will do this by devising ways to build up consumers' demands. It will be by advertising and by the modern methods of "dealer helps," etc., that have been found so potent to stimulate willing merchants or as a kind of *jiu jitsu* for the unwilling ones. It is probable that there will come an important development in the way of the establishment of American distributing houses abroad, alongside the houses of other nationalities, and, where necessary, big companies may put in their own branch houses, if they find no other way of reaching consumers effectively. But, in organizing foreign trade, our successful exporting manufacturers have heretofore been able to put existing foreign merchant organizations to good use, as they have the American international jobbers, often employing their own foreign salesmen to promote sales only, and leaving the handling of actual business to the established distributive system. The main purpose in using any direct foreign sales organization at all is that of giving the maximum individual push in the sale of their goods.

The organization of a manufacturer's foreign business preparations at the top, so that he will know where his particular products, because of their individual quality, or of some practicable alteration which suits them to local consumers' desires in foreign markets, can be sold in quantity to pay, moreover so that he has his arrangements with export jobbers, forwarders, and good foreign dealers well in hand, is the most pressing need, to begin with. But there are other arrangements requiring executive authority and judgment that he must make very soon.

tion for doing foreign business requires that special lines of export credit shall be arranged, and a thorough working connection with a bank by which foreign credit information will be available, and foreign collections handled without loss from many possible contingencies. If an American manufacturer, now, is in a solid financial and industrial position, and has an established business character and credit at home, he will find no difficulty in arranging for commercial banking credits to handle his foreign business on the usual terms accorded international customers by any nation. He must expect to extend credit to his foreign customers. American banks are now prepared to help him do this. He should take it up with bankers, and he will find that, ranging from simple discounts of individual foreign bills, to special services in which he finances against many bills, or is permitted to obtain acceptances with the prime imprimatur of a big bank upon them based on his collections that are going forward, there is no lack of facilities, now, for competing on even terms with foreign manufacturers as far as the credit element is concerned.

The National City Bank of New York now has a spread of thirty-eight local banking houses around the world, including the branches of the International Banking Corporation, whose stock it now directly owns (with the exception of a few shares) by permit of the Federal Reserve Board under a recent law. It is now organizing a very important extension of this spread of foreign facilities, in expectation of a great general expansion of American enterprise. As the National City Bank's foreign banking houses do a full banking business for communities of foreign customers, and get into intimate business relationships with them through having their deposit and loan accounts and their general banking affairs, at the same time being integral parts of the one great international bank, it is able to assist its American customers and those of its correspondents with particularly valuable facilities of introduction to good foreign dealers, direct handling of settlements, mediation of misunderstandings, credit data, etc. It is now also preparing to give foreign-trade information of a more practical character than has heretofore been obtained from any source.

Next in importance after good banking arrangements are probably right insurance contracts. Marine insurance is one of the oldest institutions of commerce, and through thousands of judicial interpretations the effect of conventional terms in the contracts are often far from what an uninformed shipper would understand them to mean. Ignorantly drawn contracts sometimes bring a liability to help pay other shippers' losses upon an insurant. A prominent American manufacturer whose name is a national synonym for large-scale efficiency discovered, a couple of years ago, that he had been shipping his

Persian Jar, 16th Century, with gilded bronze mountings.

products, sometimes in quantity where single lots valued well up into hundreds of thousands of dollars, under contracts that did not insure him at all at certain parts of the voyage where his risk was greatest. Expert knowledge of local conditions in certain foreign ports is necessary to proper insurance.

Under normal conditions of commerce, experienced exporters have reliable insurance brokerage houses negotiate "blanket" contracts that cover all, or most, of their exportations over a fixed period. For specific shipments it is then only necessary to draw up "short" contracts referring to the master document, and have these signed by the insurance company or an accredited agent. There are special contract provisions necessary occasionally, and the contracts have contingencies, at times, dependent on the insurance rating of ships or warehouses. All this detail is "full of dynamite," but responsible houses conducting insurance brokerage will negotiate safe arrangements for manufacturers.

The correct handling of the technical routine of foreign business requires careful organization. Here it will be of advantage, usually, to employ a competent office manager of exportation, who can systematize the office machinery, direct the minor employees and be generally responsible that a minimum of mistakes are made. Unfortunately, while there are probably many efficient men capable of taking full charge of such work, it may be difficult, especially for a manufacturer going newly into export, to select the absolutely reliable and capable ones. In England, under the auspices of local chambers of commerce, and with special effectiveness under the London Chamber, merchants' clerks are given periodical examinations, and accorded standard ratings as to their knowledge and ability in this very important technical part of foreign business. We have not yet developed London's practical standardization of education and rating in commerce.

The main features of the routine of foreign business that have to be carefully organized for are proper packing, proper marking, correct routing of shipments, correct preparation of consular documents and bills of lading, the proper authenticating of these by the consuls of countries of destination, and then correct handling of the details of putting the goods into the custody of steamship companies. Then drafts must be right. The whole fabric of international banking is built up on the guarantee of correctly "documented" drafts, which, in bankers' hands, becomes the "bills of exchange" that are the international currency of commerce. Incorrect shipping and faulty documentation cause loss or expense to exporters, as well as misunderstandings with customers and penalties imposed by the customs officials of foreign governments. No exporter can do business without doing this right. Many manufacturers who have seen fit to select some one of their own employees, of known carefulness and responsibility, whom they have trained to the handling of this important work, have succeeded in obtaining the best kind of service.

First, there is his banking connection. The prepara-

Scolding about bad packing is a traditional part of foreign-trade literature. On the constructive side, however, it is necessary for a manufacturer to devote study to his packing problem and to have employees who will do it right. There are countries that tax imports on the basis of the gross weight of packages, making it necessary to consider light packing. Some of these countries have exceptions, by which they charge on the net weight of goods when certain articles, say, toys or sheet-music are included. Shrewd shippers learn about these and make small items of such merchandise a part of every consignment. The interior transportation facilities of some countries require boxes, etc., of limited size, and it is fatal to trade to violate the conditions. The port regulations of some countries require that chemicals, or certain other products, should be packed in specific ways. The "traffic manager" of most large organizations keeps informed right up to date on these particulars, and there are export publications that will help everybody to keep posted. One of the cardinal principles of handling foreign business is to follow implicitly the instruction of foreign customers about packing and shipping, even where other ways would seem better. He had some specific idiosyncracy of local customs administration, or transportation, as a reason, probably, and current consignments should go as he says, the subject of any other way being taken up later. Some manufacturers recognize the scientific side of packing, and the fact that the cost of packing an article so that it will go safe to a customer is as important as any part of the cost of production of the article itself. Therefore they have exhaustive inquiries made about packing methods, materials, and shapes, and the designing of the correct packing for domestic shipments and varying conditions of foreign shipment is carefully considered. This is just a suggestion of the constructive side of packing.

Many exporters see the usefulness, in a large trade, of a man who attends exclusively to the transportation and shipping. He is the expert upon this. One of the great services of trading companies, export jobbers, forwarders, etc., is that they take off the shoulders of manufacturers who do not export in quantity the necessity of all this detail. Another special service to inland manufacturers is that these concerns take the place of a shipping representative at New York, or other port, in the securing of consular documents and bills of lading.

The invoices for export consignments must be made out in exact conformity to the law of the country of destination and copies must be taken to the consular representatives of these countries at the port of shipment in this country for official examination and stamping, else the consignee will be unable to obtain his goods. This requires care and a knowledge of foreign language.

It is always best to have this done by one employee, who quickly learns the ways of the consuls and their office regulations, etc. The shipping, that is, the delivery of goods to a steamship and securing of the bills of lading, is work that is best done by routine employees who do it regularly.

Office correspondence and the preparation of documents also requires routine skill, and employees familiar with the business vernacular of Spanish, Portuguese, French, Italian and other languages, as needed, should be selected with great care, preferably with the help of somebody familiar with business correspondence in the particular languages. Although foreigners, particularly the Spanish and Portuguese speaking people of South America, are not offended when American business men come down and talk to them imperfectly in their own language, an entirely different effect is produced when poor Spanish, or somewhat grotesque Portuguese, is put into written correspondence. This is one of the difficulties in organization, to get good foreign correspondents who combine a knowledge of a foreign language with business intelligence in other directions.

Through skillful office organization, certain large companies with extensive foreign business make the special skill and expertness of a few selected men go 'round the whole export department. Here is one idea: In the export department of a New York corporation there are about thirty men and girls almost constantly engaged as typewriters, typing correspondence, consular invoices, shipping directions, etc. They do the skillful part almost automatically, though every one is selected for character and steady responsibility. It is done in this way: Around the sides of the office are card-file boxes on a low shelf, so arranged as to be constantly open during the day and covered at night, containing, by countries and cities, the names of all foreign customers of the company. The individual cards are large, and when you look at the row of boxes you notice hundreds of red, blue, and yellow tabs in the cards and varicolored indicators on the boxes themselves, here and there. This is the system: Every card contains the name, full proper address, and special shipping instructions applying to an individual customer. It contains probably other special information also. Every time an order is handled, shipping directions prepared, documents made out, or a letter written, the card of the customer concerned is consulted by the typist who is doing the work.

The Export Manager, as he works along in sales management, orders letters prepared to all customers in a certain region, announcing a new product, new prices, or some matter of merchandising interest. Or he may simply give instructions that in every business letter of any kind sent out to certain regions or to certain groups of merchants (as indicated by colored tabs on individual cards) a paragraph prepared by him shall be added. He conveys these instructions in the very simple way of attaching a certain indicator to the boxes in which are the cards of that district, so that every time a typist looks for a card, the necessity of putting the "new business" paragraph in any letter she may be writing is automatically called to her attention.

In the very same way, the Traffic Manager is able to have all shipments to any country or to any definite port, handled in some special way—simply by attaching the tabs and indicators and having the instructions carried out automatically. The executive management is thus sure of a way of having its measures of policy, or new ideas, carried out all through the foreign organization, or to any definite part of it, with absolute correctness, and without neglect anywhere.

The business men of the United States, who are now coming to a serious realization of the absolute necessity of converting without the jar of disorganization the expanded industrial capacities built up during the war to fit the entirely different conditions of the competition and the free supply-and-demand of peaceful trade, will have splendid new facilities which they can use to obtain the international business that they will have to get if they are to succeed in keeping our economic ship upon an even keel. They will have a great merchant marine. Very likely they will have fast ocean-express service direct to all foreign ports. More than this, an entirely new order of mechanical ship and pier devices may put new efficiencies and economies into our shipping service. They will have an extension of American banking to all parts of the world, enabling them to command the best credit facilities and give as good or better terms than competitors of other nations. They are about to obtain services of foreign commercial information more complete and of a more practical quality than they ever had. These and other facilities, fitted to American business ideas, will soon be available for manufacturers looking for export trade and organized to put them to the right use.

Although it was frequently said, during the first two years of the war, that we were gaining foreign markets simply because we had no competition and our new customers could not buy elsewhere, many of our most successful men in foreign commerce have believed that they were handicapped by the war, rather than helped, and that with a return to normal commerce America will accomplish in the face of competition a bigger expansion of foreign business than in 1915 and 1916. It will be by thorough organization, by extension of full-speed energy to the foreign fields, along the lines of American ideas. Many manufacturers have been quietly preparing for months. The most aggressive now have strong men abroad surveying the possibilities of large-scale organization for distribution. Some have been too fully engaged with home demand to begin yet. For any business man who looks for foreign trade, however, it is now high time to organize.

Huntington Tumbler Co.,

MANUFACTURERS OF

Pure Lead Blown Tumblers and Stemware,

HUNTINGTON, WEST VIRGINIA.

SHOW ROOMS:

The Horace C. Gray Co.,
Fifth Avenue Building, New York.

H. P. & H. F. Hunt Co.,
41 Pearl Street, Boston, Mass.

American Manufacturers' Co.,
19 North Seventh Street, Philadelphia, Pa.

W. Howard Osborn,
1309 Union Trust Building, Cincinnati, Ohio.

Lewis H. Simpson & Co.,
17 North Wabash Avenue, Chicago, Ill.

Chester Du Bois,
110 Clinton Place, Utica, N. Y.

Should Buyers Go to Pittsburgh?

WITHOUT divulging a secret which would be a breach of confidence placed in me by Mr. Julius Hirsch, of the Hirsch-Malgood Co., 152 Bleecker street, New York, my enthusiasm impels me to impart just enough information to prepare buyers for the complete surprise that is in store for them.

Let the warning suffice for them to be on watch for important developments with the above concern, whose enlarged factory is working day and night on a brand-new line of glassware specialties that will be exhibited for the first time in January at the Fort Pitt Hotel, Pittsburgh.

There is good and sufficient reason for secrecy, for Mr. Hirsch, who has established a reputation for originality in glass spoons, has surpassed all past records as a creative genius and is about to spring something on the trade that buyers will simply clamor for when they see it.

I had come to believe that really new ideas were exhausted, but it remained for Mr. Hirsch to disabuse my mind of the thought, for he has evolved a line that is so unique in every respect that even were I disposed to let the trade in on the secret it would require more than mere words to convey even a suggestion of its distinctiveness and big sales possibilities.

I will, however, go a little further in grazing the surface of the secret, and say it is a line of utilitarian articles for the table and other uses in the home that eight out of ten who see it in the retail store will buy, for it is simply irresistible.

Buyers wishing to be among the first to have it on sale should remember the lesson of the proverbial early bird.

F. CALVIN DEMAREST,
Reporter of the CROCKERY AND GLASS JOURNAL.

The Man Who Made Glass Spoons Famous.

Look For Him!

JULIUS HIRSCH.

Don't Wait For Him To Look For You!

December 19, 1918.

Friend Charlie:

Will be on hand for the exhibit at the Fort Pitt Hotel, Pittsburgh, from January 12th to the 28th inclusive, with my complete line of glass spoons.

In my display of hundreds of styles there is one appropriate for every conceivable purpose in the home—in fact, I have created such novel uses for them that milady who seeks to do things differently is a highly-profitable customer in the retail store.

No one who wants to keep pace with the times will be without glass spoons. As adjuncts to up-to-date table appointments they are as necessary as silverware.

During the past year it has been difficult to keep up with the call for them, and, with their popularity still growing, I anticipate a bigger year than ever during 1919, and expect to be able to cope with the increased demand through greatly-enlarged facilities at the factory.

Yours, for big business,

JULIUS.

P. S.—Yes, I will also display my brand-new line of glassware specialties referred to on the opposite page.

Hirsch-Malgood Co., Inc.

"THE SPOON HOUSE OF AMERICA,"

152 BLEECKER STREET, NEW YORK.

THE

Rowland & Marsellus Co.

139 Fifth Avenue,

Between 20th and 21st Sts.,

NEW YORK.

ENGLISH CHINA,
EARTHENWARE,
ROCKINGHAM,
ROCK CRYSTAL,
and
Japanese China and Porcelains.

"The House of Quality."

1316.—9-oz. L. B. Goblet, Optic.
Etched 402.

780—9½-oz. L. B. Goblet, Optic.
Etched 401.

1314—9-oz. L. B. Goblet, Optic.
Etched 403.

Central Glass Works,

WHEELING, W. VA.

A. P. DOCTOR,
1107 Broadway, New York.

G. A. CLARKSON,
Colonial Trust Building,
Philadelphia, Pa.

GREEN & THOMAS,
29 S. Hanover St.,
Baltimore, Md.

R. J. LEWIS,
14 Blymyer Building,
Cincinnati, O.

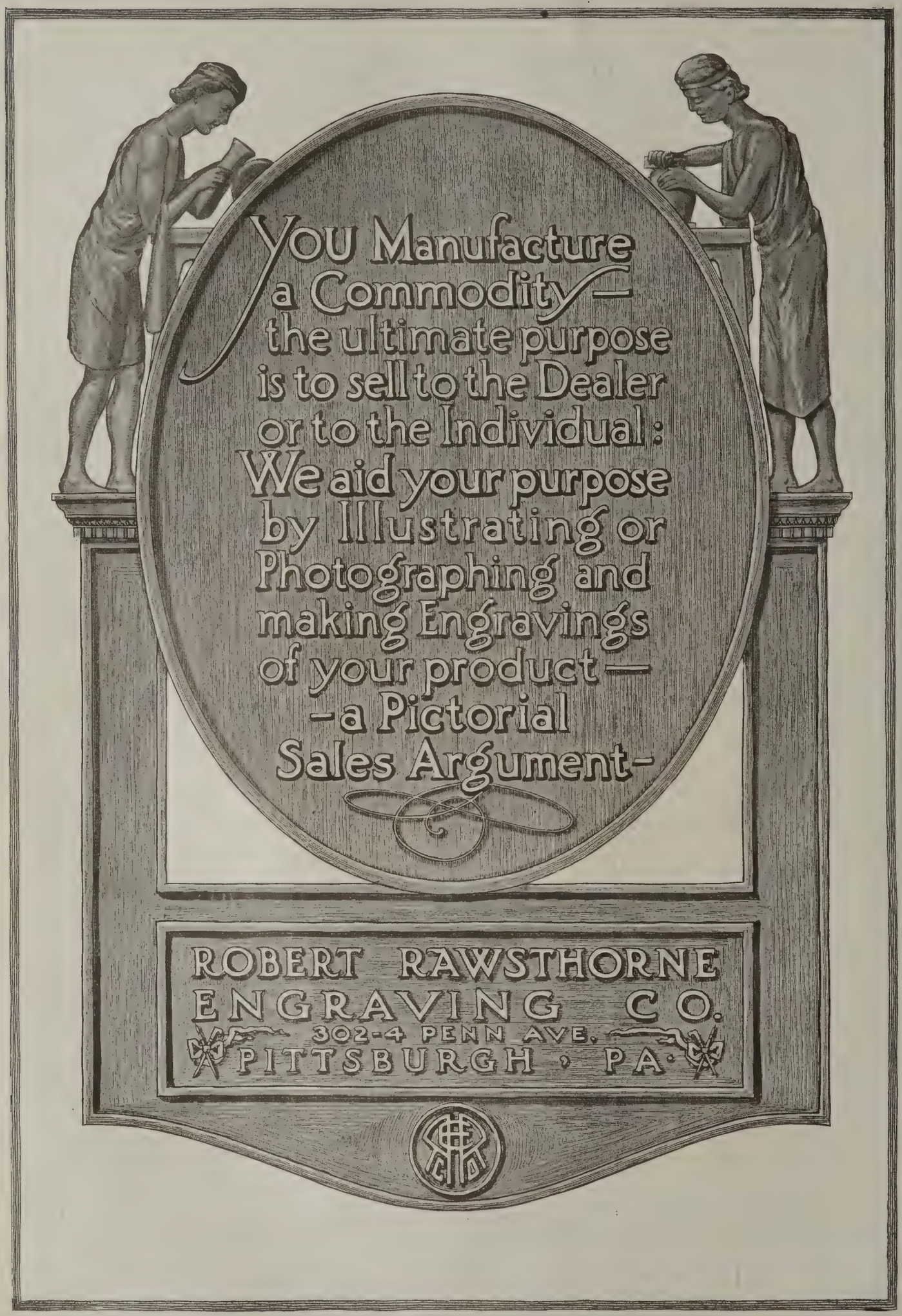
THOS. H. BUTCHER
at the
Sherman Hotel, Chicago, Ill.,
January 10th to
February 15th, 1919.
Room 931.

HIMMELSTERN BROS.
718 Mission St.,
San Francisco, Cal.

E. S. PEASE CO.,
700 Main St.,
Buffalo, N. Y.

GEO. D. DINKEL,
44 Federal St.,
Boston, Mass.

BERSBACK,
MALONEY & CO.,
304 Enterprise Building,
Denver, Col.


YOU Manufacture
a Commodity—
the ultimate purpose
is to sell to the Dealer
or to the Individual:
We aid your purpose
by Illustrating or
Photographing and
making Engravings
of your product—
—a Pictorial
Sales Argument—
ROBERT RAWSTHORNE
ENGRAVING CO.
302-4 PENN AVE.
PITTSBURGH, PA.

Take Advantage of Our Lower Prices

AND HAVE SOME REAL "LEADERS" FOR SPRING.

WE are making special prices on certain dinnerware patterns and fancy china lines of which we have a heavy over-stock (because during the war we bought far ahead, so as to be ready for all demands at all times). Therefore we are making price reductions on regular merchandise—all successful patterns.

Write to-day for particulars and samples, and state whether interested in dinnerware or fancy china, or both.

Also arrange to see our complete line for 1919—which includes a surprising number of newly-arrived patterns and others due this spring. The Monmouth, illustrated below, is an example.

MONMOUTH.

High-Grade English Semi-Porcelain; border of powder blue, bronze-brown and gold on new Colonial shape. Open stock and packages just received.

COMPLETE CATALOG ON REQUEST.

MITCHELL, WOODBURY CO.,

"The House That Is Known By the Customers It Keeps,"

556-560 Atlantic Avenue, One Block from South Station, BOSTON.

PILABRASGO.

A POPULAR LINE OF DISTINCTIVE LIGHTING UNITS AND FIXTURES.

THE attractive combinations of design and utility found in *Pilabrasgo* portable lamps, lighting units and fixtures account for the records of quick sales made by dealers wherever they are displayed.

The distinctive beauty of *Pilabrasgo* Lighting Glassware is equalled only by its illuminating qualities. Equally adapted to commercial and home requirements. New designs constantly being added.

It will pay you to feature this sales-building line of *Pilabrasgo* portables. Made for either gas or electricity.

The Pittsburgh Lamp, Brass and Glass Company manufactures all its own glass and metal parts; hence its ability to lead in style creations and service.

WRITE FOR ILLUSTRATED CATALOGUE.

Pittsburgh Lamp, Brass and Glass Co.,

Dept. No. 22. **PITTSBURGH.**

PILABRASGO.

Clinching the World-Markets for Our Toys.

WITH a foreign trade in toys, novelties and related lines which in the year ended March 31, 1918, totalled $2,328,000—an increase of nearly $410,000 over the export figures for the corresponding year ended March 31, 1917—it will be the part of wisdom and in keeping with our best business traditions for our toy and novelty exporters to take the necessary steps now to put a lasting foundation under it and adopt those measures which will enable us to hold our own with the world in the coming fierce competition sure to follow when the armies of Europe will once again take up their vocations and the exporting nations will again take their places in the world-trade arena, writes Alfred Thomas Marks in "Playthings."

One point of significant importance to toy exporters is that our present extensive and rapidly-growing foreign trade has been won in great part during the past three years—that it is really in its infancy. This being true, what the coming years have in store for us once we earnestly take the matter in hand only imagination can portray.

One of the recent and most noteowrthy features of our foreign trade in toys, dolls, novelty goods and like products is a pronounced tendency of overseas buyers to become converted to a liking for our products. This means much more to our toy manufacturers than appears in the mere statement of the fact, for it is a condition which entirely reverses the advice given our exporters for years past by those who claimed to know—that in order to win foreign trade we must give the foreign buyers what they have been accustomed to, and not what we think they ought to have. Here is evidence that the foreigner will take our viewpoint and like what we make if we give him a good opportunity to know our goods for what they are.

As is well known to every experienced exporter and to all who have come into close contact with our foreign business, the chief difficulty with which our manufacturers have had to deal in creating the foreign market is twofold: first, we have had the rather tedious job of making the foreign buyer let go of his liking for the products of an erstwhile competitor who had beaten us to the market and had assiduously cultivated it; and, second, we have had to create a liking and a demand for our goods. In no country in which we have succeeded in building up a business have we found a virgin trade awaiting our coming. Rather have we encountered rival nations—notably Germany—strongly entrenched, their goods introduced and more or less favorably known, and the buyers cultivated by every wile and strategem so well known to, and practiced by keen and accomplished business diplomats who covered the ground prior to our coming. So that we have had these man-size jobs of inducing the trade to break off the foreign business connections to a considerable extent, largely discontinue carrying the lines, and to take up our products in their stead.

Of course, the coming of the war was a potent influence working for our benefit in foreign trade in that it gave us practically unobstructed access to many countries and made it possible for us to simply step into "ready-made" markets in most cases—markets which had to buy our toy and novelty products or go unsupplied.

The very logical result of this "open door" feature of overseas trade is that in the several years we have been the supply source for these countries—practically all the toy-importing countries of the world—we have so thoroughly displaced competing products of other toy-exporting countries that there is a strong probability that our toys, dolls and novelty goods will hold their own, due to the popular favor they have won, against those of any and all other exporting nations.

This emphasizes the status of our foreign trade—makes it clearly evident that the trade battle we must fight against the nations which will be back in their working clothes again will be an offensive one, and not at

all defensive. This much and more we have won by capturing the favor of foreign buyers while the way was clear, and in meeting the demands in such a large and comprehensive way that any other nation which attempts to oust us from these markets will at least know that they have had a fight on their hands.

Toy manufacturers should bear carefully in mind that packing is still a very live issue in the export proposition, and one of the subjects—especially as applied to our trade in South and Central Americas—which should be given close attention. As a matter of fact, packing is one of the paramount issues in the toy export field, and more American business houses have lost out on this account than for all other reasons combined. Take Latin America, for instance—for probably two-thirds of the complaints on this score come from South and Central America. The European exporter follows closely the instructions of the buyer in regard to packing his goods, and thereby eliminating the hard feeling, the acrimonious correspondence, and the delay on the part of the receiver to pay his bills, to say nothing of the very notable absence of "repeat" orders which never by any combination of circumstances come. It is well to remember that packing cases and crates which would be sufficiently strong in which to ship goods to any point in the United States, even if the packer uses a dozen or so more nails, will not be proof against the rough usage they will have to stand in being loaded on steamers, handled about from steamers to lighters, from lighters to custom house wharves, and then possibly being carried several hundred miles inland in a jolting and rickety freight car or on the back of a mule.

Until within the past three years American toy and novelty goods manufacturers—particularly the smaller manufacturers—as a whole took little interest in foreign trade. They evidently believed that any systematic attempt to enter it would cost more than they could afford. In short, they felt that the cost was certain and the returns doubtful. It might, they thought, be all right for the big manufacturers, who could stand a loss, but not for the smaller men, who would better keep out.

CHINA AND GLASSWARE DEPARTMENTS OF DENVER DRY GOODS CO.

This idea of the real conditions was an error, and a serious and expensive one. Looking back for a few years, a number of firms which came near to financial shallows in the "lean" days which invariably recur from time to time would have made out better if, in the good years, they had invested some of their profits in developing an export end to their businesses, merely as a matter of insurance, if nothing more. All too often those who had been "too busy" to think about foreign trade when

domestic trade was good, and had turned to it only when the home market tended to "slump," found themselves in the position of a man who had waited until his house was afire before applying for insurance.

That an established foreign end is an exceedingly valuable form of "hard times insurance" has been abundantly demonstrated, not only in the toy and novelty industry, but in many others as well. Moreover, considered merely as such, it is cheap, and if persisted in will nearly always turn out to be profitable—an asset and not a liability. Very seldom, indeed, does calamity overtake business in all quarters of the world at the same time. When business at home is bad it is very likely to be prosperous abroad and vice versa. Manufacturers who have an established foreign trade have found it to be of tremendous aid in tiding over domestic crises. At such times a very small foreign end, if firmly founded, can be expanded with marvelous rapidity if necessity compels. But, generally speaking, it must be well established beforehand. The initial cost of establishing a business abroad in a hurry is sure to be great and likely to be unsatisfactory, and a period of stress at home is not time to embark on it.

The experience of some American toy manufacturers who had ventured into foreign trade in the years just preceding the war perhaps justified the hesitation of others to embark on what was largely, to them, an uncharted sea. It was only too easy to find men who had taken "fliers" into the export field and who were dissatisfied with the result; and those who had failed did all the talking, while the ones who had succeeded kept quiet in several languages and sold goods "hand over fist." Moreover, few "fliers" succeeded in domestic business and almost none in foreign trade, which above all else demands persistency—not necessarily a heavy initial outlay, but a persistent small outlay. In normal times few firms can hope to earn a good profit on their foreign business in less than two years. In short, the development of foreign trade is nothing like so costly as many suppose it to be, but on the other hand it is slower in growth than most people think. It cannot be worked up in time to meet an emergency.

MAIN AISLE OF DENVER DRY GOODS CO.

Since the war began ideas have been changing, and the belief that the little manufacturer cannot afford to embark on foreign trade has been vanishing. We are demonstrating that conclusively in every line of trade.

Today a very large proportion of American manufacturers are earnestly seeking to find a way to the pie counter. Their earnestness manifests itself in large and enthusiastic conventions for the interchange of ideas and information. The Foreign Trade Council which held its fourth annual convention in Cincinnati in April is a case in point. In three years the membership has grown from 192 to nearly 1,200, comprising the leading manufacturers, exporters and business men of the country.

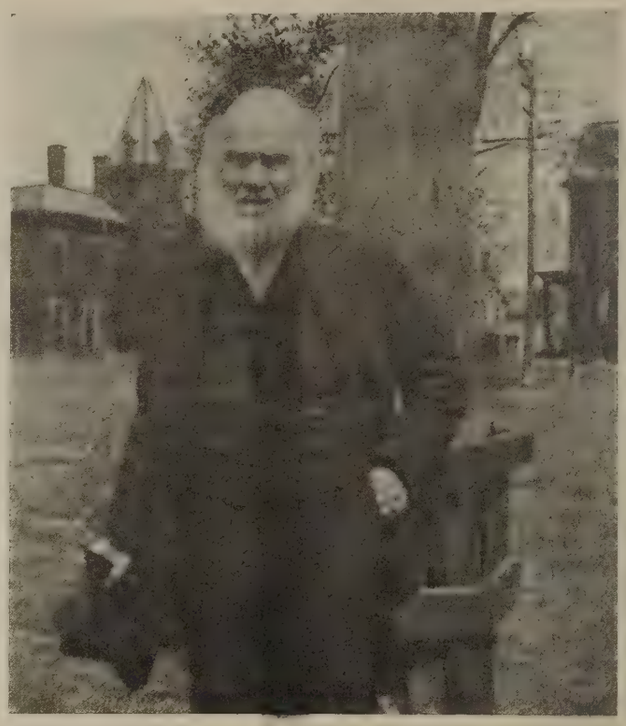
Some of the American toy, doll and novelty manufacturers who had an export end to their businesses when the war began had it "wished on them," so to speak. Some foreigner, somewhere, had somehow become interested in their goods and had sent them an order, from which their trade had grown almost without effort on their part. Of course, this was in a measure "war business." A number of American manufacturers, however, had failed to take advantage of such an opening. Some had even failed or refused to fill orders coming in this way, either because they knew nothing of the business standing of the orderer, or because they were unwilling to take the trouble to ascertain the shipping and tariff rules of his country, or because—which is more probable—the domestic market happened at the moment to be good and their factories busy. As a matter of fact, there are many toy and novelty manufacturers who are today giving a "wide berth" to foreign orders for the same reason—that they are not entirely familiar with the export modus operandi, and do not feel inclined to take an interest in the subject.

THE OLDEST LIVING POTTER.

HOLLAND MANLEY, of East Liverpool, is the oldest living potter in the United States, and probably in the world. On January 15, 1919, he will be eighty-nine, and a more active man for his age cannot be found.

Born at Burslem, England, at a very early age he entered a pottery there, and while learning the trade of dish maker mastered at the same time other branches of clay-working. He sailed for the United States in 1849, before the era of steam vessels, spending nine weeks in crossing. Soon after arrival in New York he set out for East Liverpool, traveling most of the route on foot, for means of transportation were very crude in those days. While crossing the Allegheny Mountains parts of the journey were through snow almost waist deep. At Pittsburgh he found boats plying south on the Ohio River, and took passage on one of them, landing in East Liverpool January 20, 1850. Here he found friends from his native land.

The pottery industry was at that time getting very well established in East Liverpool, and after spending a few days with his friends he took employment in the Harker pottery, then owned and operated by George and Benjamin Harker. Mr. Manley worked here for several years as a dishmaker, and then, having accumulated sufficient funds to purchase a horse and wagon, he left the bench and started out through the country selling pottery. After following this line for a few years his savings were sufficient to permit him to go into the pottery business for himself, and in 1868 he bought an interest in the Cartwright pottery, then operated by Samuel and William Cartwright, the name being changed to the Manley & Cartwright Pottery Co.



HOLLAND MANLEY.

This business association continued until about 1886, when Samuel and William Cartwright bought out Manley's interest.

He could not remain inactive long, however, and so entered into a partnership with the Flinky-Harrison Pottery Co., which at that time operated the "Buckeye" pottery, now a part of the pottery buildings of the Knowles, Taylor & Knowles Pottery Co.

Some years later he retired from business, but his constant rule has been to keep posted upon events occurring in the pottery industry.

Mr. Manley is enjoying excellent health. His eyesight is keen, and he is exceptionally spry for his age. It is his delight to chat a bit with the younger generation of pottery workers about the methods followed by the craft in earlier days.

WHEN the proposition is that you share somebody else's property, that's socialism; when it is that somebody else share yours, that's anarchy.

Team Work Necessary in Making Sales.

ALWAYS an important one, the question of how best to promote co-operation between the sales and credit departments of a business has become even more so as a result of commercial conditions arising from the war. Believing that an interchange of ideas on the subject is one of the best means of promoting the kind of co-operation that is needed, the National Association of Credit Men has issued a pamphlet containing addresses made recently by three prominent business men of the Middle West. One is a credit man, another is a sales manager, and the third is treasurer of his firm. Here is an excerpt from the talk of the credit man:

"Several years ago the point arose in the organization which I represent that we were losing business, especially on new orders, inasmuch as we were delaying shipments of the goods in order that we might secure credit information. At our annual sales meeting the matter was discussed pro and con, with the result that the general manager instructed the credit department to accept the first order from a new customer, on whom we had no information at all, up to a certain point, and in the meanwhile get busy and get our reports and be in a position to handle his future business. This was tried out for three months, with the result that we were not satisfied with our findings, and put this class of business on the following basis: Get information in advance of the salesman.

"The credit manager is in a much better position to get an accommodation before the account is opened rather than after. Does it not stand to reason that the salesman can be greatly assisted if we can get him this information in advance, so he will know when he goes into a new place of business that, should he be successful in landing an order, his house will pass it?

"You may wonder how this information is to be obtained. In the morning's mail three new customers were brought to my attention through cash remittances alone. As an illustration, an old firm sent in their remittance, advising that they had just leased their business to another party, whom they would highly recommend to our firm and asking that we give him the same courteous treatment we had extended to them in the past.

"Watch your demand for catalogues. Whenever a new catalogue is asked for have your sales department pass that order over to the credit manager's desk, so that he may get in touch with this class of prospect. Also make a study of your territory and find whether or not you are selling the more responsible firms. If not, inquire into it, for we will all agree that we are anxious to get hold of the man in an established business and in business to stay."

The salesman, according to the sales managers referred to heretofore, generally feels that the credit man is not his friend, whereas the credit man should be, and often is, as good a friend to the salesman, or even better, than the sales manager. If the two departments co-operate in the proper manner, he said, greater results in the way of increased sales and more business on the books could be secured than if there was a feeling of antagonism between the two departments. He continued:

"Let us see for a minute how this will work out in practice. It is fully as essential to keep established accounts lined up and their accounts paid up, so that more goods can be sold to them, as it is to get new business. It is usually easier to get more business from an established customer than to break the ice with new sales. Hence, if the credit manager would take the route sheets of each salesman on Monday morning, make a list of towns he (the salesman) is going to be in during the week, and give that salesman a list of every account that is past due in his territory, together with the amount that he is willing to pass an additional order for and a statement for the past due balance, with the request that the salesman collect it, it would give the salesman definite information on how far he could go in selling more goods to that dealer.

"Take, for instance, a dealer who has a credit limit of $100. He is owing, say, $125, $75 of which is sixty days past due. It is apparent that the credit manager has stretched the credit limit somewhat to 'let him in' to the amount of $125, and it is safe to assume that he would not want to stretch it further to cover any additional order which the salesman might take, unless a substantial remittance against the past due balance is sent in.

"Now, the salesman should realize that he is put in charge of his territory for the purpose of developing the greatest possible volume of profitable business for his house. He should not look upon the collection of past due balances as simply doing 'collection work,' but should regard it as a business-building proposition and realize that it was up to him to secure an additional order when he is in the town. If he is not prepared to do this he might just as well pass up that town, or at least that

customer, because any order without a remittance on account to offset the past due balance would naturally either be held up or turned down. I believe that it is good policy for the sales manager of any business institution to give his men at least moral credit for all collections they make, and have them show collections made in a separate columns on their sales reports for the week.

"In passing, I might mention another direction in which the salesman can co-operate with the credit department. In many instances the salesman will take orders from accounts not previously sold by the house under some designation other than the owner's name, as, for instance, the Palace Store, the Unique Shop, etc. In instances of this kind it would facilitate the work of the credit department and reduce the expense of securing necessary information through regular channels if the salesman would give the owner's name in addition to the style under which the business is conducted. The reason is that the commercial agencies often rate the name of the owner and not the style under which he operates."

Suggesting other ways in which co-operation might be promoted, the sales manager says: "I believe that a credit manager, when he finds it necessary to turn down an order, should realize that a salesman has worked hard for that order and should write him an explanatory letter, giving brief reasons for his action and offering some condolences that will take away the sting of the refusal of the order. Then again, when a salesman sells a particularly well-rated firm for the first time, the credit manager should drop him a complimentary letter. This will spur the salesman to his greatest efforts with that class of trade and will make him feel that the credit manager is with him.

"The credit manager also should make a point of talking personally with the salesmen, when they return from their trips, about the different doubtful accounts on their territory, getting first their viewpoint and studying their mental attitude in regard to credit, and gradually winning their friendship and confidence.

"Salesman also should be encouraged to come to the credit man with information that will be of interest to him. They should also report any change of ownership of a business, with full information as to the history of the new incumbent and, if possible, stating where the old owner is going to locate and whether he is going into the same line of business on some other man's territory or not. This often paves the way for getting new accounts in other towns."

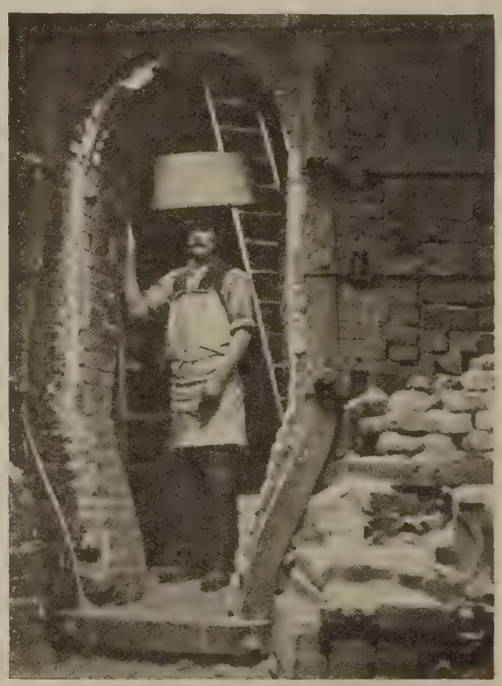
The third speaker emphasized the importance of personal contact between the credit department and the customer, as well as between the salesmen and their accounts. He told of a case in which a dealer had exceeded his credit in it, owing to an oversight in the credit department, and was offering unusual credit terms to his customers in the belief that the selling house was in no great need of money and could wait. An assistant credit man was sent to see this dealer and, after a talk with him, both went among the latter's farmer trade and collected over $500 that was due the dealer.

"The results of this trip," the speaker concluded, "in the way of education to the customer and of benefits to our company, have been worth many times its cost, for since that time the dealer has not only given us a larger volume of business, but has, in the main, discounted his bills."

PATRIOTISM AND RECONSTRUCTION.

THE prompt and business-like way in which Americans are shaping their plans for a return to a peace basis justifies the faith that is in them. Among the chief menaces are those who talk as if they feared that the people who moved calmly from a peace basis into the greatest war in history and led in unified effort may become hysterical in returning to a peace condition and throw away the results of their priceless sacrifices, says the Pittsburgh Post. The traditions of the American people are that they pass through changes calmly, and the spirit they are showing now should shame those who think they see a period of disorganization. The United States will take up the problems of reconstruction in the patriotic spirit in which it conducted itself in the war.

Talk co-operation now as during the conflict. Heed the lessons of unified effort. Having won the war by patriotism, the victory must be held the same way.



KILN-FIRING.

How to Run a "Neighborhood Store.

PUSHING sales in a 'neighborhood' store isn't any more difficult than persuading the following of a large department store to buy," remarked the proprietor of a successful department store in the Bronx to a New York Times reporter. "The first thing to do is to learn your neghborhood thoroughly—types, inclinations, nationality, and individuals, so far as possible. If it is done right, the keeper of the small store gets much closer to the wants and peculiarities of his customers than it is possible for the owner or manager of a large department store to do, and that in itself is no small asset.

"In the 'neighborhood' store more than in any other it is necessary to concentrate on the children's trade," continued the storekeeper. "And it is necessary to accentuate service—strange as it may seem, with a small store's lack of facilities—more than in a large emporium. Service is what keeps custom after it is won, and from the very nature of a 'neighborhood' store it is necessary to keep every customer possible. For every lost customer means so much income gone for good, and, as neighborhoods are sometimes clannish, even in New York, it might eventually mean the loss of considerable trade. This is a feature the big store does not have to reckon with in any degree.

"It won't do for the head of a 'neighborhood' shop to sit in a swivel chair and indulge in theories about conducting a business. Cost accounting, overhead expenses and delivery problems with him are minor matters, as they have been simplified at the start and expand but slowly in any event. But he must be a keen observer above all things and actively go about.

"While I wouldn't encourage anybody to be a gossip, who but the active 'neighborhood' store man has such an excellent chance of seeing that his credits are in good condition? Though, of course, credit must not be too much of a feature of the little store. A cash basis for the majority of customers with the fact not generally known, as far as it can be concealed, that any credit is allowed, is always safest at the start. After the store becomes well established and the neighborhood well known to the proprietor, it is better to grant credit judiciously and, as he will have first-hand information, instead of the word of a credit manager, he can feel his way rapidly and with but little danger of being 'stung.'

"While a man can be his own credit manager, it would be the height of folly for him to be his own advertising manager unless he has already had experience along that line. I have noticed that the worst thing about the 'neighborhood' store, is its advertising when it is of the home-made kind, patched up by the merchant himself to save the pay of an advertising expert. If a 'neighborhood' store proprietor advertises only once in two weeks, or twice a month, let him seek the various bright young men about the city who call themselves 'advertising counsel,' or some such thing, and get an estimate on the job he wants done. Any one of them will do it reasonably and strive to please, to be retained in the position if possible. The results in nine cases out of ten will be better than those obtained by the merchant who knows nothing of advertising principles, or who thinks that having the store name in large type and a few platitudes about portions of his stock is advertising.

"He must beware, too, about confining his advertising to the small community papers issued by 'friendly' men, who usually describe the circulation of their sheet as something marvelous, remembering that the distribution of the usual type of small community paper is left largely to schoolboys or street urchins, who throw them around at doors promiscuously or, if tired, in alleys, to get rid of them. Crew managers can't keep an eye on such little chaps of devious ways, and usually there is no crew manager. Of course, not all community papers are so hazardous of their prosperity as to employ such methods.

"This judicious 'neighborhood' store proprietor learns, if he does not already possess that information, what newspaper or newspapers have the largest circulation in his particular bailiwick, and uses them as occasion may

demand; how often and at what times to advertise being a matter for his judgment to decide. By using observation and discretion he can avoid waste circulation.

"Sometimes a merchant can get his patrons to help him advertise in a small way and as a side issue. I remember when I first moved into my neighborhood I bought up a considerable quantity of light-colored balloons and with a stencil outfit neatly inscribed in big black letters an advertisement on them. These balloons were given to every child or parent who entered the store on a certain day and asked for one of them, the balloon distribution having been advertised previously. The toys made a great hit with the children, and for blocks they could be seen on the streets for about a week. I know that some of the children begged their parents to go out of the way to get them a balloon, and the advertising on the little globes got us considerable trade at small cost for, as I used the stencil after hours, with my two sons helping, I did not even have to pay a manufacturer to make up the balloons, but got them in a job lot.

"Speaking of the children, I have had many an idea that brought money to me by simply going about and keeping my eyes open. For instance, one day I noticed that an unusual number of rusty looking baby carriages were parked out in front of the various stores in the neighborhood, and within three days I had arranged a baby carriage sale at such tempting prices that I sold them all. I had found a need and catered to it, that was all, and that is a great deal in the 'neighborhoood' store trade, as in any other, and the response is more instantaneous.

"To return to the matter of service. The more small accommodations the 'neighborhood' store can render to its patrons the more sure it is of retaining and gaining customers, and I have won many a resident of the community over to giving me a generous portion of his trade by being especially accommodating. While I don't do this, I know one successful small store that takes orders for coal and ice for its patrons, sends for the expressman when needed, free of charge, and acts as a sort of employment agency whenever its patrons need a domestic. There are a thousand ways to win and keep trade for the 'neighborhood' store, and it is absorbing, as well as an interesting, business."

THOSE LETTERS YOU SIGN.

THE letters that leave your office every day, your silent salesmen, are always at work for you. Every piece of typewriting that goes out signed by you is making friends, customers and sales for your company, writes John Cotton Dana in "The Nation's Business." Much selling value, too, lies in letters which are not selling letters at all. And even the unimportant notes written by your stenographer often bring orders through their skillful use of apt words and phrases. The spirit in which your executives have answered the letters that come to their several desks has made friends for your company. The clear, simple, slightly humorous and intensely human way in which all possible friends and customers—and this means all correspondents—are approached on paper has built up that good impression of your firm which underlies its success.

Briefly put—every item of your correspondence is an advertising item. The selling value of the "typewritten word" is a very real thing, and every letter signed with your firm's name contains some of the factors that stimulate desire for your product in the mind of the man to whom it is addressed.

Even the correspondence you call "routine" is always selling your products. You carefully and almost prayerfully construct your "sales letter;" but it is the ever-present friendly and genial note found in all your out-going mail that has made for the sales letters a welcome everywhere.

FLOOR LAMP AT TAKITO, OGAWA & CO.'S.

CATALOGUE AND ADVERTISING PHOTOS
REPRINTS IN QUANTITIES
MERCHANTS' SAMPLES

STADLER PHOTOGRAPHING COMPANY
INCORPORATED
ART AND COMMERCIAL WORK
FASHION DEPARTMENT EXCLUSIVE MODELS
CONSTRUCTION WORK INTERIORS, ETC.
QUICK SERVICE
NEW YORK PHONE: CHICAGO
67-69 IRVING PL. • STUYVESANT 7434-5 • 1322-28 WABASH AVE.

BLACK & WHITE AND COLORED PHOTOS FOR THE TRAVELING SALESMAN

THE WAR IS OVER.
NOW FOR REGULAR BUSINESS AGAIN.

We are glad to inform our patrons in the Crockery and Glass trades that we are "prepared for peace."

The same standard of efficiency, quality and service has been maintained in this plant thruout the "dark days," and now, in anticipation of a "rush of business," we have added new features to our equipment in order to meet the demand which we believe is bound to come.

We solicit your patronage.

Cordially,

STADLER PHOTOGRAPHING CO.,
Incorporated,
New York. Chicago.

IN addition to the present popular decorations on the "Princess" Dinner Service, we offer the decorations that have been used heretofore on our "Dolly Madison" Service.

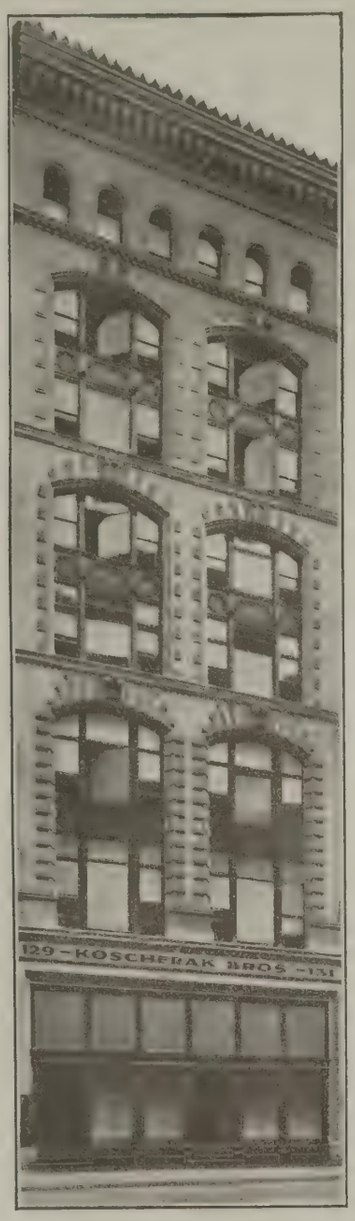
The SMITH-PHILLIPS CHINA COMPANY,

Potters of the
"Princess" Dinner Service,

EAST LIVERPOOL, OHIO.

REPRESENTATIVES:

Mr. H. Benedikt, 7 W. 22d St., New York.
Mr. E. W. Clinton, East Liverpool, Ohio.
Mr. E. M. Meder, 17 N. Wabash Ave., Chicago, Ill.
Mr. E. W. Nickey, 69 Wisconsin St., Milwaukee, Wis.



Koscherak Bros.

extend to the Trade
their best wishes for

A Merry Christmas

. . . AND . . .

Happy New Year!

129-131 FIFTH AVENUE, NEW YORK CITY.

Our lines will be shown during January at the
Fort Pitt Hotel, Pittsburgh.

The American Natural Fern Co.

thanks the Trade for its liberal patronage during the past year and extends Holiday Greetings to all.

Office and Showroom: 129-131 Fifth Avenue, New York.

FRY Quality GLASS

I. BLANKS FOR CUTTING.
II. ETCHED and CUT GLASSWARE.
III. LEAD GLASS TUMBLERS and STEMWARE.
IV. OPTICAL GLASS LENSES and MIRRORED REFLECTORS.
V. CHEMICAL RESISTANCE GLASS and OVEN GLASS.

H. C. FRY GLASS COMPANY,

AND

BEAVER VALLEY GLASS CO.,

ROCHESTER, PA.

When Our Boys Come Home.

YOUR Spring buying visit will be full of colorful excitement. In addition to the emotions created by a contemplation of the money-makers we shall offer, you may see from our showroom windows the boys marching, the banners flying, the bayonets gleaming, while the bands make merry music as New York welcomes them back.

We are proud of what they have achieved in the World War. So are you. Then come and testify to it.

We are also a little bit proud of our factories' records in delivering merchandise on time and practically completing our orders during the worst period of manufacturing conditions ever known in this country. If you share in our satisfaction, let us have your orders for next year. We will try to do just as well, if not better.

As usual, the lines will be right up to date January 1st with all the old favorites; besides which we have had our designers all busy on new creations. All our good men—every one who was in war work—has his old position back, and is on the job.

WE REPRESENT THE FOLLOWING FACTORIES:

Diamond Glassware Co., Indiana, Pa.
Crystal, colored and decorated glassware.

Fenton Art Glass Co., Williamstown, W. Va.
Crystal, iridescent and cut glass.

Huntington Tumbler Co., Huntington, W. Va.
Lead blown glassware, plain, cut, enameled and etched.

Indiana Glass Co., Dunkirk, Ind.
Pressed table glassware and lamps. Cold color and fired decorated glassware.

Jeannette Shade and Novelty Co., Jeannette, Pa.
Decorated glassware for gas and electric illumination.

Modern Tuscany Art Co., Philadelphia, Pa.
Terra Rosa statuary and aquaria.

Moriconi Statuary Co., Cincinnati, O.
Artistic statuary, window boxes and jardinieres.

New Martinsville Glass Mfg. Co., New Martinsville, W. Va.
Stationers' and table glassware.

Paden City Pottery Co., Paden City, W. Va.
Casseroles and brown cooking ware.

Peters & Reed Pottery Co., South Zanesville, O.
Florists' specialties in pottery.

Phillips Glass Co., Cincinnati, O.
Rich light cut glassware.

Standard Pottery Co., East Liverpool, O.
Dinnerware, specialties, white and hotel ware.

Sterling Glass Co., Cincinnati, O.
Rich heavy cut and engraved glassware.

Wellington Glass Co., Cumberland, Md.
Commercial and decorated illuminating glassware.

West End Pottery Co., East Liverpool, O.
Fine decorated dinnerware, specialties.

Westmoreland Specialty Co., Grapeville, Pa.
Exclusive hand-decorated and fine gold-encrusted glassware.

HORACE C. GRAY COMPANY,

Fifth Avenue Building, 200 Fifth Avenue, New York.

Christmas Greetings and all good wishes for your happiness in the New Year!

L. D. Bloch & Co.

Manufacturers and Importers.

153-157 Fifth Avenue
AT 22ND STREET.

New York

BACK again into the peace-channels of trade, we extend the greetings of the season to our customers and friends. The quality and distinctiveness that have made Syracuse China desired in the past will deserve, in no lesser degree, your consideration throughout the new year.

The pattern illustrated is our "MISTIC"—copyrighted by us.

ONONDAGA POTTERY COMPANY
Syracuse, New York

Room 1007 Fifth Avenue Bldg.
NEW YORK CITY

58 E. Washington Street
CHICAGO, ILL.

Syracuse China

TO THE DEALERS.

WHAT arguments will be more appealing and effective to our constituency than the "Victory" products of THE LIBBEY GLASS CO., with guaranteed trade mark? We have tried to build here a Cut Glass product that is different from others—different in its ideals, its style, its quality of glass, its workmanship of engraving and cutting, full-powered with a different service in which dealers may take pride in co-operating.

Thanking you for your past patronage, we desire to serve still better the coming year.

Wishing You the Compliments of the Season,

The Libbey Glass Co.,

TOLEDO, OHIO.

The Annealing of Glass.

GLASS has to be annealed to remove any strains set up in it by improper mechanical or thermal treatment, and the presence and development of strains is revealed by passing a beam of polarized light through the glass. Although this optical method of examination has long been applied by physicists and manufacturers of optical glass, it is hardly known to the average glass manufacturer. The Department of Glass Technology of the University of Sheffield, England, has therefore investigated the annealing of glass and the relationship between the composition of a glass and the suitable conditions for its annealing with the special object of facilitating the optical examination and of devising simpler mechanical methods of testing. "Notes on the Annealing of Glass," giving an account of these investigations, were communicated to a recent meeting of the Society of Glass Technology, by Messrs. Solomon English, M.Sc., and W. E. S. Turner, D.Sc. The latter is in charge of the Department of Glass Technology at Sheffield. Though these notes were only offered as introductory, the details given are of considerable interest.

In a polarization apparatus the beam of light, polarized by passing through the first Nicol prism, is stopped by the second Nicol, when the two are crossed. On introducing a cylinder of glass, strained with fair regularity, between the two Nicols, some light will pass and a system of colored rings will be seen, the number of rings increasing with the intensity of the strain. The strain can be removed again by proper annealing of the glass, and the glass manufacturer is mainly interested in three things: The "upper" annealing temperature at which the strain can rapidly be removed without risk of deforming the glass; the "lower" temperature at which the strain can be removed at a slow rate; and the quickest rate of cooling which may safely be used for cooling between the upper and lower temperatures without setting up new strains. For their optical examination, English and Turner use cylinders, 3 cm. in length, with plane polished ends, which are placed in a tubular electric furnace. Such a specimen will, if severely strained, e. g., show seven rings and the central black cross. As the temperature rises, the rings broaden and seem to chase one another out of the field of view: the number of rings thus diminishes, they become indistinct and vanish, leaving only the black cross, which finally occupies the whole field; that is to say, the field is uniformly dark when all the strain has been removed. In the experiments the times were determined at different temperatures which were wanted both (a) for clearing the field of rings and (b) for making the field quite dark, and it was observed that a temperature difference of a few degrees in a lehr or other annealing oven made a large difference in the time required. Thus the results were:

	Time Required.	
Temperature.	(a)	(b)
500 deg.	20.5 hrs.	?
550 deg.	50 min.	Not black after 9.5 hours.
600 deg.	20 min.	4.5 hours.
625 deg.	—	18 minutes.
630 deg.	—	10 minutes.

The glass of these experiments was of a fairly high "upper" temperature. In a lead glass, the upper temperature of which was only 450 deg. C., the (a) were 35 minutes, 20 minutes; and the (b) more than 6.5 hours, 130 minutes, 2 minutes at the temperatures of 400 deg., 425 deg., 450 deg. C.

Rapid annealing requires softening of the glass, and it was therefore investigated whether the rate of bending of heated sample rods and the rate of annealing would run parallel with one another. For this purpose a rod of the glass mounted axially in a horizontal tubular furnace, was fixed at the one projecting end, while the other free end played over a vertical scale; the sagging of the free end was measured. The general shapes of these curves proved the assumption just stated, and that glass anneals rapidly when the softening begins. Messrs. Beatson, Clark & Co., of Rotherham, continued these tests. A test rod, 1 yard long, ¼ inch in diameter, was drawn out from the metal in question, and supported at its center on a brick, which was placed on the pan carrying bottles down the lehr. Arriving at the cool end, the ends of the rod were each found to have sunk by half an inch; in that case the bottles were found to be strained on examination. When the glass remained in the hot zone for about fifteen minutes and was satisfactory, the ends of the rod had sunk by about three inches; with prolonged heating at higher temperature the bending became excessive.

As regards the rate of cooling, English and Turner find that the cooling rate should neither be uniform throughout the period, nor first be accelerated and then slowed down again, or vice versa, but that the glass may,

first, i. e., just below the annealing temperature, be cooled rapidly; as the glass stiffens the rate of cooling should be very slow, until the glass has become rigid, when the rate may again be accelerated. Thus the rate of cooling should be variable. Three stages would probably prove sufficient. In the first stage. glass of an upper annealing temperature of 585 deg. or 590 deg. C. may be cooled at the rate of 25 deg. per hour down to 500 deg. C.; during the next stage 500 deg. to 400 deg. C., even a slow rate of 9 deg. per hour gave rise to some strains; in the cooling-off stage the rate could once more be raised. Each stage would correspond to a different section of the lehr, and the question is, whether the annealing oven can economically be so constructed as to admit of varying the rates of cooling. When only one variety of glass is made, the mechanical difficulties would not be great; but when glassware of different compositions and different thicknesses are to be annealed together, which is the common practice, the fastest rate of passage will have to be adopted, it is pointed out, even if this rate be that of the slowest glass to be annealed. How much the chemical composition influences these rates is shown by the data of the paper. A glass containing 30 per cent of lead oxide had to be annealed at 450 deg. C.; it could be cooled down to 400 deg. at the rate of 120 deg. per hour, but between 400 deg. and 300 deg. the rate should not exceed 50 deg. per hour, while below 300 deg. the high rate of 300 deg. per hour was permissible. These figures concern a rod 7 mm. in thickness. For electric lamp globes this glass could be cooled at the rate of 12 deg. per hour down to 300 deg. C., and then be allowed to cool off in the open air. Wine glasses could be treated in similar ways. Lime-alkali glasses had to be cooled slowly, at 10 deg. per hour, from 550 deg. down to 320 deg., the further cooling being completed in 3 hours. Boric acid glasses proved surprisingly difficult to anneal at 570 deg.; as borax acts as flux and diminishes the expansion coefficient of a glass, one might expect ready annealing; but the important factor is the rate at which the viscosity varies throughout the temperature range in which annealing can occur. Chemical glassware containing, e. g., 64 per cent of silica, 10 per cent of alumina, 7 per cent each of barium and calcium oxides, and 11.5 per cent of soda and potash, proved the most troublesome; between 500 deg. and 400 deg. this glass has to be cooled so slowly that Messrs. English and Turner had so far failed to get an 8-mm. rod through this region without some signs of strain.

ANNEALING IN PRODUCER GAS-FIRED LEHRS.

Writing in the "National Glass Budget," Walter O. Amsler, D. Sc., says: If as much time and energy had been spent studying the molecular structure of glass under various heat treatments as has been spent in studying these characteristics of steel and iron, it would be possible to design a heat treatment for annealing glass that would insure the best possible results. In the absence of such data it is necessary to make the most of what can be gathered together.

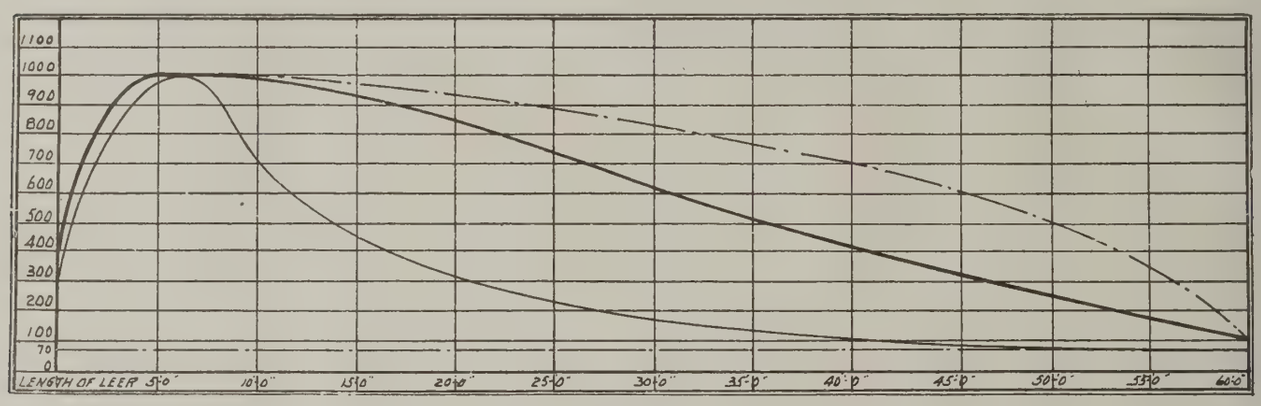


FIG. 1.

It is, no doubt, true that when glass is heated there is a certain point reached where there are practically no internal stresses, and above which it is useless or even undesirable to go before starting the annealing process. This point will vary for different kinds of glass, but it is assumed in this discussion to be at 1,000 degrees Fahr. It is also evident, from experience, that the slower the glass is cooled the more satisfactory is the annealing. There is room for differences of opinion as to just what temperature range is necessary to effect a complete annealing. Some ware will be completely annealed between the temperatures of 1,000 and 700 degrees Fahr. These are of the so-called hard glasses. The usual grades of flint, lime or lead glasses will require a greater temperature range to completely anneal. However this may be, it is desirable that at the end of the commercial annealing process the ware be cool enough to handle.

Ware may be annealed by stacking it in ovens, heating same to a certain temperature, then sealing and allowing the whole to cool. This is very effective, but too slow for

most wares compared with the continuous lehr. This oven method is still used for certain classes of ware, where careful annealing is essential. As lehrs are at present in general use this discussion will be confined to them.

The function of the lehr then is to provide a zone of temperature high enough to relieve all internal stresses in the ware, and then a zone in which the temperature gradually and uniformly drops to near atmospheric; the ware to be placed in the lehr at the hot end, and to be drawn through the two zones uniformly and at a proper speed to allow it to become, first completely heated up to the critical point in the first zone, and then gradually to cool off uniformly so that there shall be no cooling stresses.

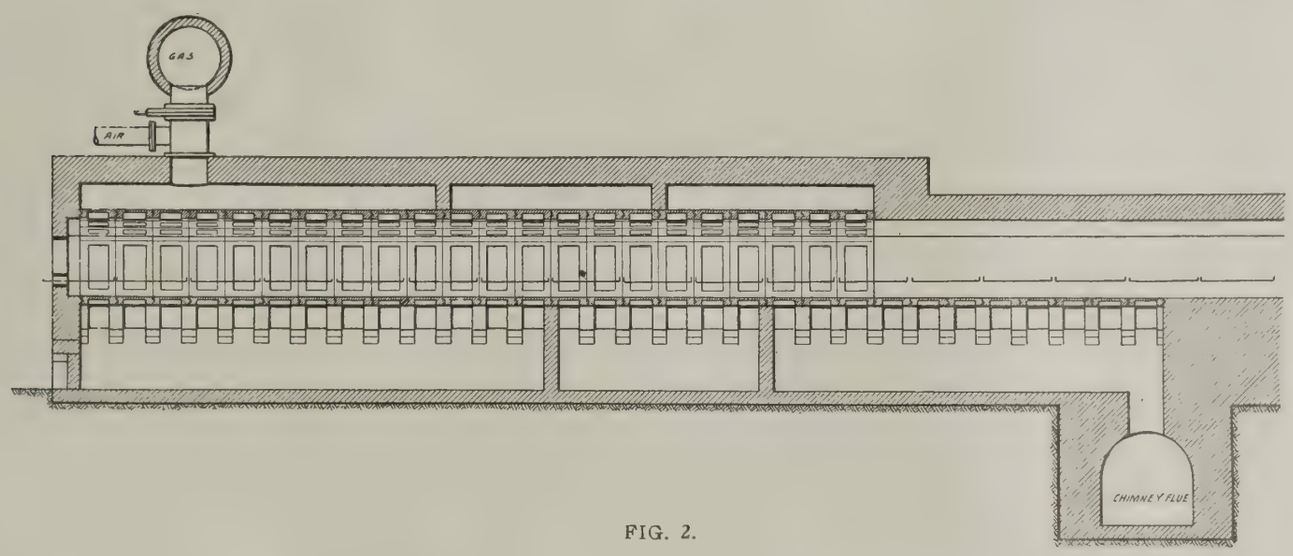


FIG. 2.

In the open fire type of lehr desirable zoning is sometimes more nearly approached than in the early muffle type of lehr. The reason for this is that the products of combustion can be drawn back through the lehr tunnel with the ware and the temperature controlled to some extent by means of the "Squirrel Tail." However, in doing this, when a fuel containing sulphur is used, the ware is coated with a white scum, usually called "Sulphur," but which is sometimes quite different.

A properly designed and built muffle lehr will not only overcome the "Sulphur" deposit on the ware, but will produce a more positively maintained temperature gradient, and will actually use less fuel than the open type of lehr, resulting in not only clean ware, but better annealing. Some recent investigations of temperature distribution in different muffle lehrs demonstrated this quite conclusively.

Figure 1 shows the average result graphically. The length of the diagram represents the length of the lehr, or sixty feet, and the temperatures at the different stations along the lehr are represented by vertical distances according to the scale at the left. A smooth curve is then drawn through the average temperatures. The light line represents the usual muffle lehrs that appear to do fairly satisfactory annealing for ordinary ware, but will not do particular work.

It will be noticed that the maximum temperature, 1,000 degrees, is reduced about 7′ 0″ from the front of the lehr and that it very rapidly drops off, causing a very decided drop in the temperature curve reaching the 300 degrees temperature about 2′ 0″ from the front, and reaching the atmospheric temperature some 20′ 0″ in front of the end of the lehr. If the annealing is done between the temperatures of 1,000 and 300 degrees, which we believe is a reasonable assumption, then only fifteen feet of the lehr is actually used for annealing purposes, 5′ 0″ being used for raising the temperature to 1,000, and 40′ 0″ for cooling the ware to atmospheric temperature.

A much more efficient annealing curve is shown in the heavy full line which is obtained in new muffle lehr construction. The fire being concentrated nearer the front of the lehr causes the temperature to rise more rapidly at the front. The longer fire box maintains this temperature longer, and the use of what is usually waste heat to heat the muffle back of the fire box prevents a sudden break or drop in the temperature gradient just back of the fire box. In this case forty feet of the lehr is used for annealing, and the rest for heating up and cooling to handling temperature. In the usual construction only 25 per cent. of the lehr is actually used for annealing, and in the latter case 66 per cent. utilized. This means, in other words, that in the second case the ware may be run through the lehr two and a half times as fast with the same results, or the ware at the same speed of travel through the lehr will be much better annealed. For annealing hard glass, where annealing is completed between

1,000 and 700 degrees, a curve, such as shown in dot and dash line, would be more desirable, as the rapidity of cooling below 700 degrees is immaterial.

In order to accomplish these results it is necessary to make the muffle of proper length, and then arrange the proper distribution of the fire to give the desired temperature distribution. The burner is placed over the top of the lehr and near the front so that the combustion space is between the muffle and the crown of the lehr fire box. The fire then divides and passes down the sides of the muffle and under it to the common flue; the fire then moves backward and passes upward around and over the muffle. After that the products of combustion are either led directly to the stack or they are passed downward and upward as the desired temperature distribution may require. Dampers are placed in some of the flues leading from the combustion chamber to the common flue under the muffle to further control the temperature curve. The design of the lehr should be made to conform to the requirements of each case, which can be determined only by a review of circumstances governing each installation. Figure 2 shows a longitudinal section of typical muffle lehrs of our construction.

The burner is of special design and will burn producer gas, natural gas or in connection with a spray nozzle, fuel oil. Fan air is used in the burner. The air may be preheated by passing it through the masonry in the flues under the muffle or it can be used cold. By recuperating the air some fuel economy is effected.

The down draught principle is used in the combustion chamber for the reason that no unburned gas can pass through the fire box, and more particularly to secure automatically uniform distribution of heat around the muffle. It is well known that descending gases hunt a cold flue where a number are provided. Should any portion of the fire box become cooler than another for any reason, that portion will automatically, without any attention on part of the operatives, pull more fire until it becomes the same temperature as the other parts. Another advantage of the overhead combustion chamber is that it provides a non-tarring and non-sooting firebox and flues. The gas to the burner is taken out of the bottom of the gas flues in order to keep them from sooting up, the soot being carried purposely into the combustion chamber, where it is burned up and used as fuel instead of being cleaned out periodically.

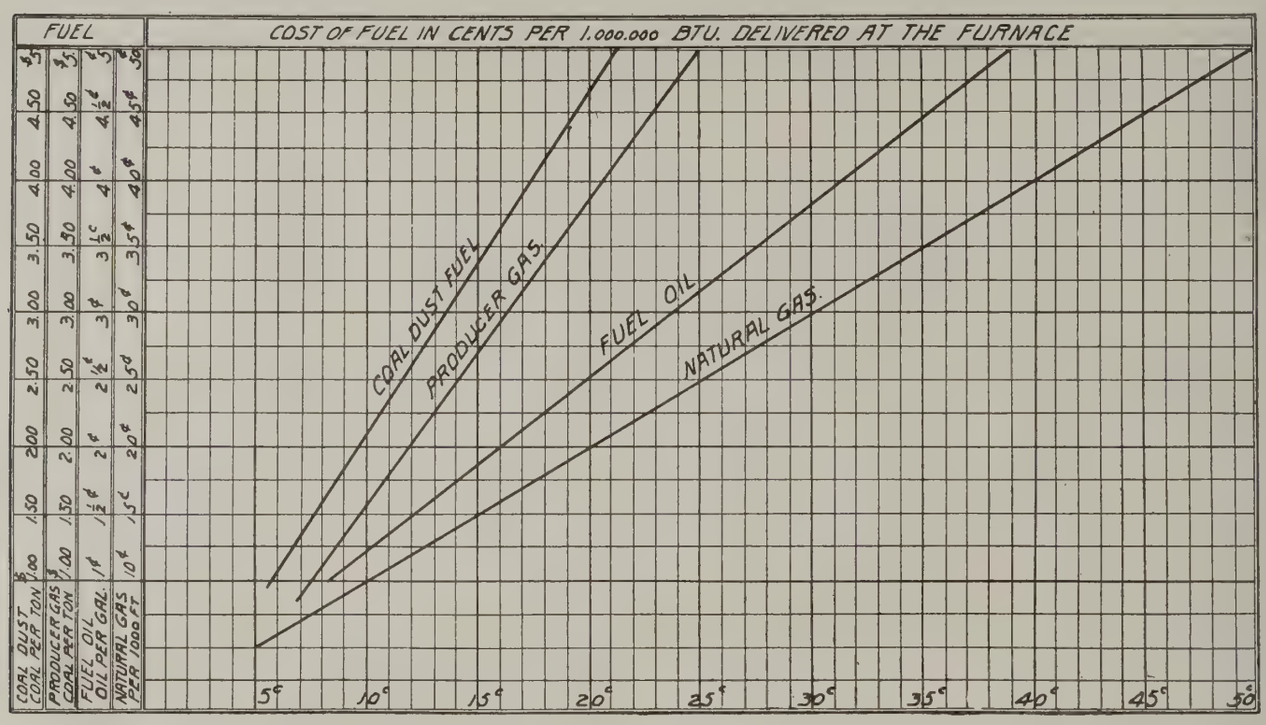


FIG. 3

There are a number of new and interesting mechanical features in connection with the construction of these lehrs. The crown of the muffle is a simple arch without any flues in it to cause certain trouble by breaking out when the inevitable expansion and contraction takes place. This arch is free to rise and fall without disturbing the structure in any way or without developing cracks to permit gas leakage and coating of the ware. The skew tile has been designed so that the thrust of the muffle arch is absorbed without throwing any stress on the side tiles,

which prevents their cracking. The side tiles have been reinforced with ribs which strengthen them and also present a greater sealing surface to the gas.

While the illustrations show the old style pan lehrs in connection with the muffle, the continuous chain can be used equally well; in fact quite a number of these lehrs have been built with chain conveyors. The construction lends itself equally well to both types of conveyors. Old lehrs in battery can readily be reconstructed to this type of muffle without changing the size of the pan equipment.

Perhaps the greatest step in the direction of keeping the muffle tight against gas leakage under all working conditions is the use of "Muffletite." This is a cement which sets upon drying, and which will fuse at the temperature on the fire side of the muffle, but which will freeze at the temperature on the other side. This has the effect of cementing the muffle into one solid structure which under working conditions will give to expansion without cracking, and if cracks should develop they will, upon heating the muffle, automatically close. The cement may be applied to making hot repairs, and an occasional whitewashing of the inside of the muffle with this cement will keep closed fire cracks that may develop in the tile. The formula for this cement was developed in our own laboratory after considerable experimenting.

Producer gas is the cheapest fuel for lehrs available under present conditions, and in fact under almost any conditions that may arise. Producer gas from one pound of coal is the equivalent of ten cubic feet of natural gas, and it takes the gas from thirteen pounds of coal to produce the heat of one gallon of oil. As the cost of gasification of coal can ordinarily be kept around 50 cents per ton, the relative cost of these fuels can be readily determined for any case.

The diagram figure 3 gives the cost per million heat units for different fuels at different prices. To compare cost of fuels, take, for example, natural gas at 25 cents per M feet, required the equivalent cost of fuel oil and producer gas. Referring to the scale at the left, locate the price of gas at 25 cents, follow this line horizontally to where it intersects the natural gas line, which shows 25 cents per 1,000,000 b. t. u. Now follow the vertical line to where it intersects the fuel oil line, then follow horizontally to the left to the oil scale and read 3.06c. per gallon. Following the 25c. per 1,000,000 b. t. u. vertical line until it intersects the producer gas line, which happens to be at top of the diagram, and follow the horizontal line to the left, read on the producer gas per ton scale, $5.00. That is 25 cents natural gas is the equivalent of $0.03 oil and $5.00 coal, for all three of these figures correspond to 25c. per 1,000,000 b. t. u.

Aside from economical reasons, it is quite out of the question to use natural gas in many places for the sufficient reason that it is not available. This narrows the choice usually between oil and producer gas, coal dust being inherently unavailable for the lehr fuel. For any locality within reasonable distance of the coal mines, there will probably never be any chance for using fuel oil economically.

The structure and methods illustrated in this article are the subject of a number of applications in the United States Patent Office.

THE SHOW WINDOW.

THE most important part of the store, and one which should command the most careful attention, is the window. Yet many storekeepers, particularly those in the smaller towns throughout the country, fail to realize the value to their business of well-dressed windows. More often than not this important part of their business is left to some clerk having no knowledge of window dressing, and who consequently works with only a half-hearted interest.

Compare the action of stores of this character with that of the large city department stores, says a writer in "Playthings." The proprietors of these immense establishments consider the business-bringing value of their windows of sufficient importance to employ window dressers, at large salaries. If it pays these great merchants to devote their time and money to this important detail, does it not stand to reason that it will pay the smaller merchant?

If the latter would select a young man with some natural ability and give him charge of the window or windows and encourage him to study its trade bringing possibilities it would not be long before he would begin to take a personal interest in his work, and a decided improvement in the appearance of the windows would soon become manifest. He should be encouraged to change the display as often as possible, for a change in windows will be found to be a trade stimulus without an equal.

Making good use of the show window rarely calls for any extensive use of time or money, but it does require forethought and careful consideration. It should make first of all a distinct and concrete impression. There should be a balance, as in advertising copy, rather than mere static symmetry.

It is impossible to accurately compute the full advertising value of a properly-dressed window. If a merchant's means are limited and he has to make a choice between spending money for advertising and the putting in of a handsome window he should by all means select the latter. The show window is the advertisement par excellence. Each window is simply a large advertisement magnified by the telescope of reality, and with printed signs instead of newspaper type. All the psychology of

advertising applies, making allowance for the different angles of the viewers' vision.

The show window is similar to all other forms of advertising in that it requires ideas and originality to make it effective. Newspaper space, billboard space, or any form of advertising is valuable only when something of interest is displayed in the space used. It makes no difference how prominent the billboard, or how large a circulation the newspaper has, the merchant has to put something attractive in it if he expects it to bring adequate returns for the money spent. Consequently he has to arrange attractive, novel and convincing displays to get the crowds into his store.

Coming to the point, there is only one kind of a successful window, and that is the kind that sells the goods, for goods well shown are half sold. The two divisions of a successful show window are the "trim" and the "display." The trim is really only an accessory, and is to the window what type is to the newspaper advertisement. It is the display that counts and brings in the business.

The show window furnishes the means by which a store looks out upon the world, and just as human features are the truest indication of the soul behind them so is the window of a store the best index of the character of the organization behind it. A slovenly window indicates a shiftless store as certainly as unkempt features reveal an indolent mind.

California Street Lamp. Light enclosed in "Moonstone" ball made by the Jefferson Glass Co., Follansbee, W. Va.

The principal point to be considered when planning a window display is to how to show the merchandise to the best advantage. The merchandise must be placed amid favorable surroundings in order to create a "want-to-buy" spirit in the minds of the passerby, just as a clever salesman secures the attention of a desirable customer by presenting his choicest offerings. In like manner the show window should be one that is likely to silently yet effectively promote sales.

Above all things avoid crowding the window; show few things and change them often. Have articles stand out so as to make them impressive, and, above all, see that the man in charge is one that thoroughly enjoys and takes pride in his work.

The reason so many unattractive show windows are seen is that there prevails in the minds of many merchants a lack of appreciation of what a well-dressed window accomplishes. Frequently the trouble is that many retailers expect to see almost immediate returns from a window. This does not always happen. Show window advertising, as with almost any other kind of advertising, direct results are not always traceable. Where a store is favorably located on some principal thoroughfare, where crowds of people are constantly passing, the influence of the window display will naturally be felt to a greater extent than if located on a less busy street. However, the merchant who is handicapped in this direction makes a big mistake, makes a tremendous mistake, if he ignores his windows. He needs to pay even more attention to them than his more favored contemporary because if he does not continually exert himself to retain his old customers and secure new ones the fact of his being not so fortunately located will prove an ever-growing handicap in his business.

"LITTLE OLD NEW YORK."

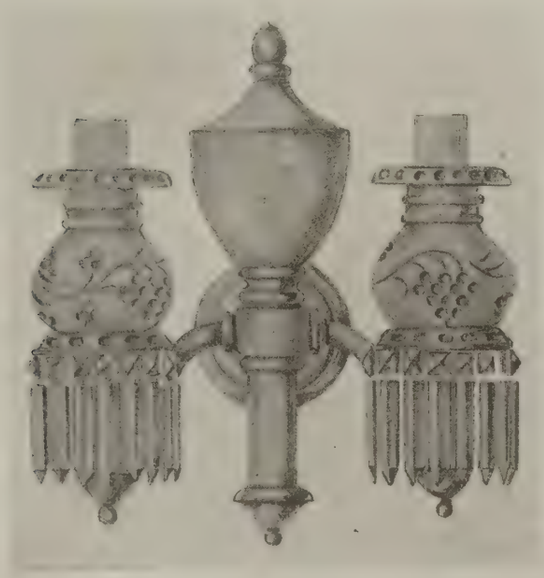
NEARLY 300,000 people enter and leave the city every day, and a third of them find abiding places in the hotel district. Every night the hotel and restaurant food and drink bill is $1,250,000. A single hostelry handles more telephone calls a year than the entire kingdom of Bulgaria. The city drinks fourteen million glasses of beer and twelve million glasses of soda water every twenty-four hours and pays $1,300,000 for them. It spends $100,000 a day for ice-cream. It pays for its amusement $60,000,000 a year. A single theatre has had box-office receipts in one season amounting to $1,500,000. The opera has brought in some $10,000,000 in one season, and concerts have added as much more.

Development of Design in Illuminating Glassware.

Text and Illustrations by Paul L. Zoellner, Manager New York Office of Gillinder & Sons.

PERHAPS in no other line of manufacture have such strides been made in the past ten or fifteen years in the development of design as in the illuminating glassware industry. Perhaps in no other line was the development so lacking, so needed.

The fact is that in all but a very few factories until recent years one scarcely saw or used a drawing table. The manufacturers, usually of a mechanical turn of mind, formed their products in a more or less practical way, without much thought being given to style or proportion, and the result usually showed it. This was true not alone of illuminating glassware, but of the lighting fixture industry, too. To day I doubt if there is a manufacturing plant that does not employ or



OIL BRACKET.

consult a designer, or, as occasionally happens, copies somebody else's. For it is far better to give the public a good design that has been copied from someone who really can design than to originate a poor one; but it is singularly true that a poor originator is usually a poor copyist.

The manufacturer has learned that the public wants good design and proportion. He has begun to realize that it costs no more in materials, and little, if any, more in labor, to produce a good-looking article than an ugly one. It is quite immaterial to the raw product whether it conforms to graceful, beautiful lines or the opposite.

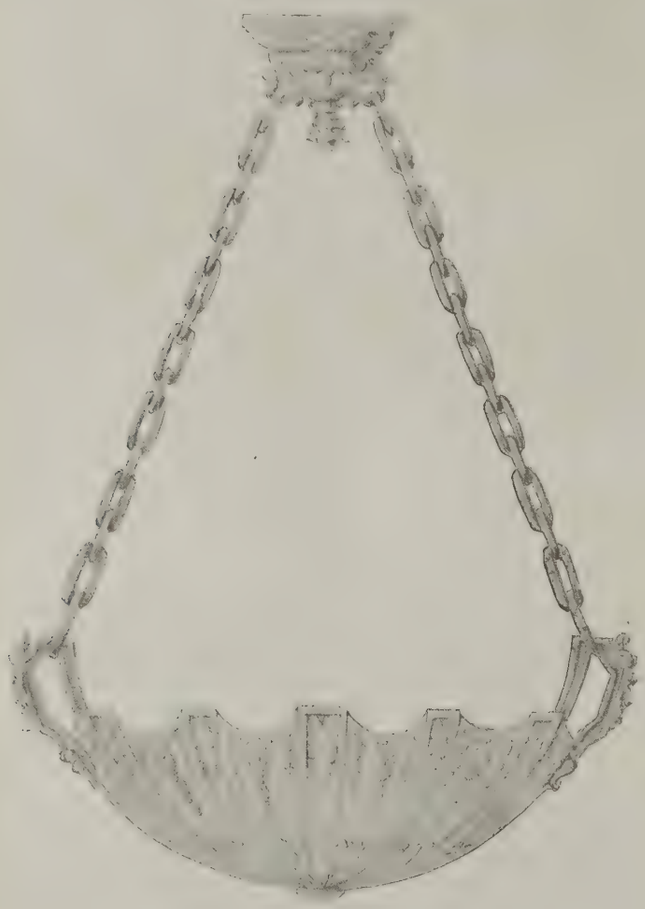
Design is intuitively elemental in the human race, and the development of illuminating glassware comes under this classification. Here, too, it is proper to call attention to a difference between the antique and mod-

CANDLE BRACKET. CUT GLASS PENDANTS.

ern illuminating utensils. The difference is that whereas the antique with all its artistic perfection is very defective from a practical viewpoint, the modern utensil, while surpassing the antique in the matter of

technical adaptation to its purpose, scarcely ever reaches the antique beauty, and generally falls far low it.

When you read of the wonderful palaces of Europe, with their beautiful candelabra and chandeliers, you must remember that they were gloomy, murky places at night. Napoleon and Washington never saw a gas-light. Wellington worked by candle-light.



SEMI-INDIRECT TUNGSTEN UNIT.

Then came the kerosene oil lamp, and in the nineteenth century gas for illuminating purposes, and thence followed the development of illuminating glassware. We have many examples of beautiful design in our Colonial lamps and candelabra marking this period.

With the introduction of the flat or fish-tail gas burner came the adoption of the gas globe; and the Argand burner, which, as you know, forms a cylindrical shaft of light, brought in the early era of the dome.

Then followed a period of stagnation in the development of design in illuminating glassware until came the use of electricity, and with the evolution of electric lighting there has come a coincidental development in the use and utility of the gas-fixture. The advanced type of gas mantle has kept the use of gas in the home, and has produced a consequent demand for illuminating glassware along these lines.

The introduction of tungsten and Mazda lamps caused an entire revolution in the style of illuminating glassware. The light produced by the tungsten lamp, with its increased efficiency and lower cost of operation, made posible the use of indirect and semi-indirect lighting fixtures, while the introduction of the nitrogen lamp made it necessary to conceal the source of light and diffuse its rays.

It cannot be denied that the importance of the glassware part of the illuminant to-day rivals, if it does not exceed in importance, the metal parts. At the

NITROGEN UNIT.

present time it is possible to produce a far more beautiful design and of better quality than ever before because so much attention is paid to beauty, construction and efficiency in production—first in the original drawings, and the patterns and molds by which the materials are cast or formed, and because of the quantities in which they can now be manufactured.

Let the same strides be made in the next twenty-five years as in the past quarter of a century, and the future of the illuminating glassware industry will be an enviable and glorious one.

A Pattern of Real Merit.

We Have Kept the Homes Fires Burning.

RECONSTRUCTION IS AT HAND.

. . . . 1919 . . . .

will find us busy creating new designs and patterns adapted to the needs of the American Home for American People.

"SATISFIED CUSTOMERS KEEP US BUSY."

The Crooksville China Co.,

CROOKSVILLE, OHIO.

WESTERN OFFICE:
591 Palmer House, Chicago.

EASTERN OFFICE:
200 Fifth Ave., Room 615, New York.

We beg to extend our most cordial

Holiday Greetings.

DESPITE the abnormal conditions which have prevailed during the past three years, we have endeavored to meet the trade's requirements, and have met with its greatest consideration.

The trend of business is now toward a more favorable condition, and our efforts will be doubled to meet the demands for china, lamps, art wares and novelties.

After January 1st, 1919, we will consolidate with The Tajimi Company and conduct the business under the name of "THE TAIYO TRADING CO., Inc."

Takito, Ogawa & Co.,

101 Fifth Avenue, New York.

327 West Madison St., Chicago.

The Tajimi Company,

. . . AT . . .

Five-Ninety-Seven Broadway,

New York City,

Extends to all cordial greetings and wishes for a Prosperous New Year!

AFTER January 1st, 1919, we will consolidate with Takito, Ogawa & Co. and conduct the business under the name of "THE TAIYO TRADING CO., Inc.," at 101 Fifth Avenue, New York.

Detailed announcement in issue of January 2d.

Patronize BOSTON Offices

THE TAJIMI CO.,

41 Pearl Street,

BOSTON, MASS.

Branch of 597 Broadway, New York.

Japanese Goods at wholesale. Dealers are cordially invited to look the line over. Always something new to offer.

George A. Granville

144-150 Congress Street, Boston, Mass.

REPRESENTING

A. H. HEISEY & CO., Newark, Ohio,

MANUFACTURERS OF

Fine Colonial Tableware and Lead Blown Glassware,

. . . AND . . .

CAMDEN CITY CUT GLASS CO.,

CAMDEN, N. J.

George K. Marshall

105 Federal Street, Boston

New England Agent

Fostoria Glass Co.

Highest grade blown and pressed ware. Newest creations corresponding to the most artistic periods in art. Over fifty patterns in etched goods. Crystal and decorated lamps.

Chase & Francis

MANUFACTURERS' AGENTS

POTTERS' CO-OPERATIVE CO.

AND

D. E. McNICOL POTTERY CO.

GOODELL CUTLERY CO.
EAGLE GLASS & MAN'F'G CO.
EDWIN HILLS HARDWARE
NATIONAL MFG. CO.
S. E. JORDAN BRUSH CO.

CROCKERY

in Bulk, Car Loads or Package Shipments

122 Pearl Street, Boston, Mass.

United States Glass Co.

Blown Pressed
Cut Decorated

NEW ENGLAND
SALESROOMS

127 Federal St., Boston, Mass

Telephone, Main 2623

M. A. Lovell, Manager.
I. W. Steimer, Traveling Salesman.

JOHN J. REED & SON

220 Devonshire St., Boston, Mass

. . . REPRESENTING . . .

Liberty Cut Glass Works, Egg Harbor, N. J.

Economy Tumbler Co., Morgantown, W. Va.

Corona Cut Glass Co., Toledo, O.

Make NEW ENGLAND Greater

H. P. & H. F. HUNT CO.,

41 PEARL STREET, BOSTON, MASS.

CROCKERY.

A. E. Hull Pottery Co.
Kinney & Levan Co.
Logan Pottery Co.
Salem China Co.
E. H. Sebring China Co.
Zanesville Stoneware Co.

GLASSWARE.

Herron Cut Glass Works.
Huntington Tumbler Co.
Kiefer Bros. Cut Glass Co.
Lancaster Glass Co.
Webster & Briggmann Co.
Westmoreland Specialty Co.

ALSO NEW ENGLAND DISTRIBUTERS

Icy-Hot Bottle Co. Vacuum Bottles and Carafes.

Jones, McDuffee & Stratton Co.

We have in warehouse ready for shipment packages of dinner-ware Stock Patterns and open stock in our bins to supplement same.

Alfred Meakin's, Johnson Bros.', Ridgway's, Grindley's.

Iapanese China—Domestic Wares.

Also Fancy Goods for Christmas Sales.

Place your orders now before transportation becomes more congested.

JONES, McDUFFEE & STRATTON CO.,

IMPORTERS AND WHOLESALERS,

25 to 39 Franklin Street, Boston

C. Reizenstein's Sons,

MAKERS AND DESIGNERS OF

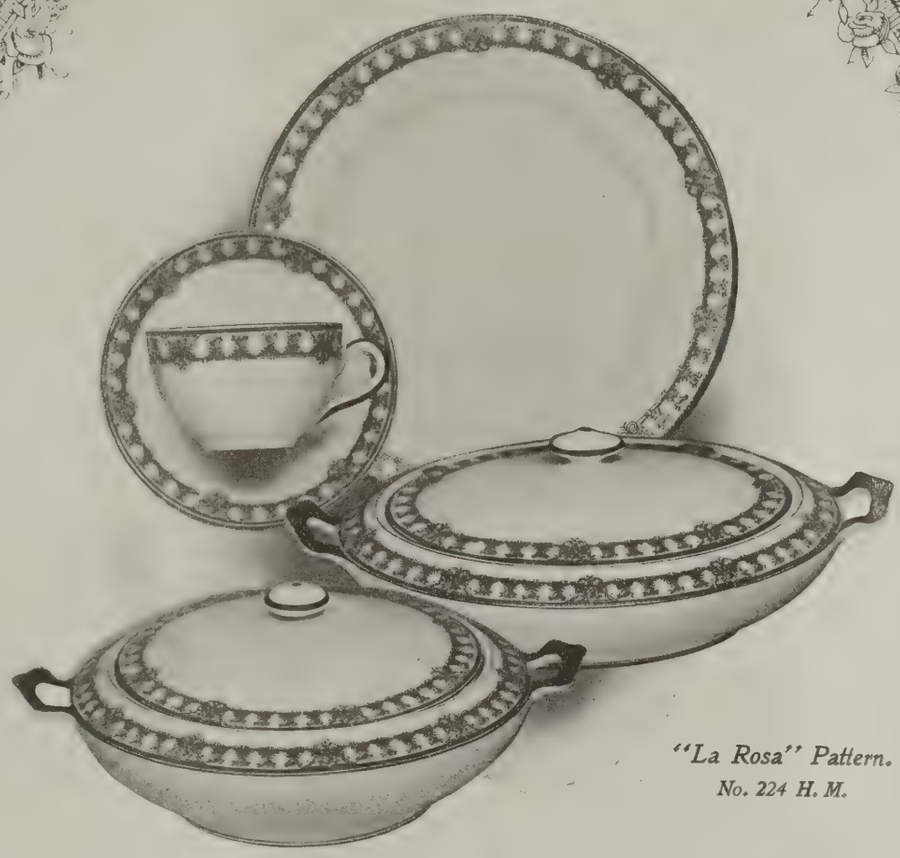
Decorated and Encrusted Gold Glassware.

The line is full of "Pep" and "Go,"
With always something new to show.

Louis Reizenstein,

A Votre Service,

711 Liberty Avenue, Pittsburgh, Pa.



"La Rosa" Pattern.
No. 224 H. M.

OUR NEW DINNER SERVICE, NOW BEING SHOWN BY

E. E. Wilgus, Fort Pitt Hotel, Pittsburgh, Pa., January.
H. Benedikt, 7 West Twenty-second Street, New York.
F. A Miner, 5 Prospect Street, Rochester, N. Y.
E. J. Nickey, 34 Mack Block, Milwaukee, Wis.

AND

"The Makers of Quality Dinnerware,"

. . . THE . . .

NATIONAL CHINA CO.,

SALINEVILLE, OHIO.

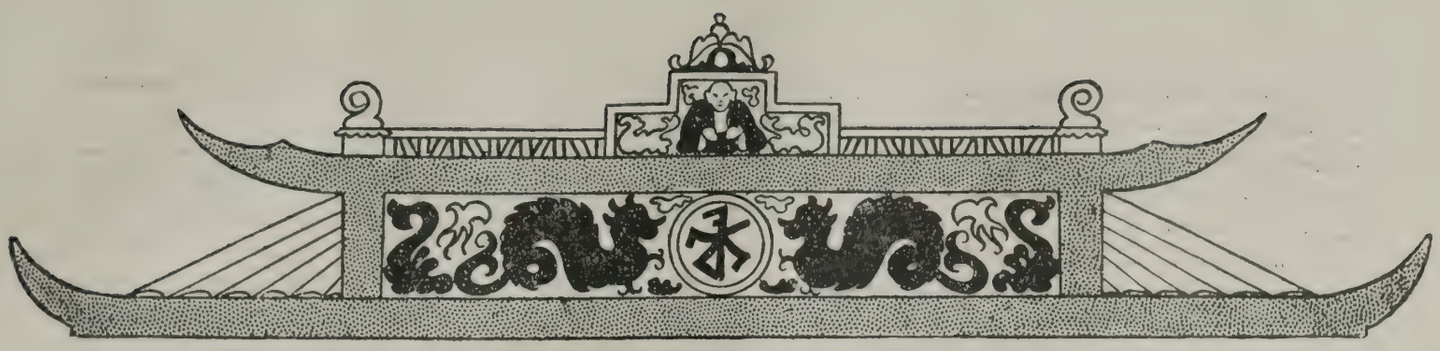
M. Herbert Co., Inc.,

8 West Twenty-second St., New York.

Season's Greetings!

United Cut Glass Co.,

8 West Twenty-second St., New York.



Chinese Porcelain.

By Yan Phou Lee.

THE Chinese were the first to make fine china, or porcelain, just as they were the first to use gunpowder, the mariner's compass and movable blocks in printing. Though the Germans, with characteristic readiness to steal other people's inventions and make them and Schwartz as the inventor of gunpowder, they have and Schwartz as the inventor of gunpowder, they have not as yet claimed the discovery of porcelain.

Porcelain dates back to the seventh century of the Christian era. Just how the discovery came about it is difficult to say. Pottery had been in common use in China many centuries ago, as it was in ancient Egypt and other countries.

But it is a far cry from the old kitchen utensils of burnt clay to the white, semi-transparent porcelain table ornaments of modern times. There is no doubt, however, that, like many other inventions, progress was attained slowly and gradually, aided from time to time by accident. One can easily imagine that the Chinese owner of a pottery works in the southern section of Kiang-si Province, while fashioning dishes and pots out of brick clay, might have taken a notion to experiment with various other materials found near at hand, and finally stumble upon the secret of porcelain-making. Or, perhaps, as Topsy, who never was born, but "jes' growed," so porcelain was not discovered, but just developed and improved. In any case, this secret was bound to come out, and its manufacture spread to other parts of China.

A Jesuit priest, Pere Dentrecolles, while functioning as a preacher of the Gospel, found time and opportunity to worm the secret of porcelain making from the kiln laborers. He carried the information to Europe, and may be said to have originated all the china factories on that continent.

Were additional proof necessary of the Chinese origin of porcelain it could be found in philology. Just as the history of the earth may be learned from the strata of rock, so the story of human progress may be found recorded in records. Kaolin, the name given to porcelain clay, is derived from two Chinese words meaning "high ridge." Kao-lin is the name of a mountain range forming the border between Kiang-si and Kwang-tung Provinces, from which the porcelain clay was, and still is, mined. This name has stuck to the decomposed feldspar, the chief ingredient of porcelain, wherever it is found.

In this connection it may be of interest to tell how the word porcelain came to be applied to fine chinaware. When the Portuguese first went to China in the sixteenth century for purposes of trade, they saw some semi-transparent cups and called the ware "porcellana" on account of its resemblance to the nacre of sea-shells. As casual travelers will do, they indulged in off-hand descriptions of what they saw, and passed off the products of their fancy for real knowledge. They imagined that the cups were made of a composition of eggshells, fishglue and scales.

The Kaolin handled by Chinese potters near Jauchau-fu, in Kiang-si Province, at the foot of the High Ridge above mentioned, is obtained from disintegrated granite and is almost pure feldspar, devoid of any admixture of metallic elements. After all the potash and part of the silica are eliminated the residuum is treated with water. Its composition then consists of:

Silica	43 parts
Alumina	36 parts
Water	19 parts
Magnesia	a trace
Carbonate of lime	a trace

For some grades of chinaware the Chinese use petuntse, which is pure quartz, laboriously reduced to powder in stone mortars and sold to the manufacturers in the form of cakes.

Another material popular with Chinese potters is steatite, or soapstone, in which carbonate and sulphate are mixed in varying quantities for the cheaper and inferior grades of ware. Soapstone ware is more brittle than other kinds, but is light and white, and may be graded as to fineness according to the proportion of steatite employed.

The process of making the different grades of china-

ware is the same. The materials are thoroughly mixed and turned into a thick paste. One set of workmen mould the paste into all sorts of shapes. These are passed along to the painters, each of whom takes one part of the design and lays down one color.

All who are familiar with Chinese porcelains have noticed their brilliant colorings and intricate and elaborate designs. For the most part they represent historical or mythological characters—heroes, statesmen and warriors. They are usually costumed in the conventional garb of the stage, with headgear and footwear to match, and depicted in characteristic poses. Usually a quotation from some famous author or poet gives a clue to the identity of the personage so fancifully portrayed.

The painted pieces are then set aside to dry. The next step in the process is to cover each article with a liquid mixture of alkali, which is obtained by the burning of ferns with the quartzose petuntse above referred to. They are then ready for baking.

Chinese furnaces are small—from six to eight feet square—thus permitting close attention to be paid to the ware in the process of firing. The exact time for reducing heat and for the opening of the kilns is carefully regulated and observed. The finest ware put in to bake is surrounded with a case lined with sand to protect it from the flames.

Most of the fine porcelains is produced in the vicinity of Kingte-ching, in southern Kiang-si. A great deal is made pure white and shipped to Canton or Foochow, where it is decorated and exported to all parts of the world. It is thus that the blue ware with its unvarying blue design came to be known as Canton blue ware, though the ware itself may have come from Kiang-si.

It is needless to enumerate the different articles of art or utility into which clever Chinese artisans transform the clay, feldspar, quartz and seatite that are found in abundance in their native hills. Their products run the whole gamut, from pots and pans, stools and umbrella-stands to the daintiest parlor ornaments. Their artistic genius is best exemplified in the china figures and porcelain statuettes which occasionally find their way into foreign markets. I have seen a life-sized statue of the Goddess of Mercy, made entirely of porcelain, on which being an antique, the dealer fixed a valuation of $150,000.

The patron saint of Chinese potters and porcelain manufacturers is always represented by a porcelain figure. In his life upon earth, and before he got a pass to a higher sphere by imperial edict, he was a porcelain maker, and it is related that he had a commission from the emperor to make some especially fine vases. In despair at his failure to turn out the fine grade of ware required he threw himself into the furnace in which vases were being baked. When his charred remains were taken out along with the vases the latter were found to be exceptionally fine. At any rate the emperor was so pleased with them that he deified their self-immolated maker.

Whether the odor of anticipated sanctity or the exhalations of burning flesh made the ware superfine it is impossible to say. However, since then no Chinese porcelain maker has emulated him in giving the "last full measure of devotion" to his art. One's credulity, though, is severely strained by the reflection that a six-foot furnace filled with vases affords very little room for a man who is bent on turning his carcass into charcoal.

Sidelights have been thrown on the antiquity of chinaware by the discoveries of snuff bottles in Egyptian tombs dating back from 1800 to 11 B. C., which bottles were evidently of Chinese manufacture. Single specimens have been found in these mausoleums by the side of scarabæi and native jewelry. It is conjectured that the bottles were used by Egyptian women to hold kohl, or collyrium, with which they painted their eyelids. These discoveries, made in the ancient tombs outside of the city of Thebes, are naturally of great antiquarian interest. They prove, for one thing, that there was trade between China and Egypt in early times.

These bottles are all two inches high, of coarse quality and devoid of ornament, except a poetical quotation on one side inscribed in the cursive or running hand of Chinese chirography. The inscriptions express such sentiments as: "The almond flower blushes for miles around," "The glistening moon shines amidst the firs," and "The flower opens, and, lo! another year." These have been taken from Chinese poets who flourished anywhere from the time of Julius Cæsar to the thirteenth century, A. D.

The coarse quality of the ware is an argument in favor of its antiquity, although the same grade of ware is now produced. But Chinese script, which is a modern improvement, and the quotations from the poems of a mediæval poet, would prove that these bottles were manufactured after the thirteenth century. Now, granting that they are of modern production, how did they get into the old Egyptian tombs? That has been a puzzle to antiquarians and Egyptologists ever since the first discovery was announced. Learned men have written treatises pro and con without reaching a conclusion or satisfactory explanation. But the real explanation may be very simple—so simple as to have no scientific interest: Some Egyptian Mark Twain may have played a joke and sought to impose on the credulity of future scientists. In any case, these "finds" of the Eyyptologists like Mr. Pickwick's discovery of the ancient stone that bore the inscription of "Bill Stumps, his mark," have given rise to much heated controversy and the spilling of large quantities of precious ink.

Join the Red Cross

Future Prices—a Forecast.

WITH every year of the war we have encountered new advances in the cost of the requirements of every-day life, of food, of clothing, of manufactures and the material for their production, of books, of education and of travel and transportation. In the long list of the requirements and comforts, and even luxuries of daily life, we find scarcely one in which the cost has not been greatly increased. Will these high prices continue when the millions engaged in the destruction of property and life return to the arts of peace and industry? Shall we again see the nickel loaf of bread, the 20c. a pound beefsteak, the 25c. butter, the 5c. a yard cottons, the 50c. a bushel potatoes and corn, the 75c. wheat, and antebellum prices for clothing, manufactures, books, educational facilities, transportation and travel?

These are questions which interest us all, for we are all affected by the tremendous advance in prices which we have experienced during the war, to say nothing of the slower but insistent advances which preceded it. Shall we ever get back to the good old prices of a quarter of a century ago; or shall we at least return to the figures of the period immediately preceding the war, in which the increase had been much more rapid than that in years preceding it?

It is easied to ask these questions than to answer them, but there are certain great facts, statistical and otherwise, which we may study in conjunction with this inquiry, just as we study the clouds and the appearance of the heavens when we are attempting to forecase the weather.

It is a generally accepted theory that "inflation" causes an advance of prices, says O. P. Austin, statistician of the National City Bank of New York, in "The Americas." We know, for example, either by our own recollection, or by reading of the comparatively recent history of the United States, that great advances in prices occurred during the Civil War, in which there was an acknowledged "inflation" of our currency and that prices in the South, in which the inflation was still greater, were correspondingly higher. This was, we learn from history, equally apparent in the Revolutionary period, when the need for currency multiplied the "promises to pay," and from Mexico we hear of the enormous sums of paper money required to purchase a pair of boots or a Mexican hat in the period in which the printing presses of that unhappy country have been working overtime producing paper money—"promises to pay." And is not the increase in prices which we have experienced in recent years, and especially since the beginning of the war, the result, at least in part, of world "inflation," both in money and governmental promises to pay money? If not, what are the reasons for the tremendous increases? True, 25,000,000 men have been withdrawn from the arts of peace and production to engage in the arts of war and destruction, but 25,000,000 men are an extremely small percentage of the world's producing population. True, there has been a material decrease in the carrying power on the oceans by the destruction of ships and consequent advances in cost of transportation of merchandise; but the net loss after considering their replacement by new vessels is less than ten per cent. of the world's total ships, while it cannot be said that land transportation or transporting power has been reduced by war activities. Ocean freight rates have of course enormously advanced, not only by reason of the reduction of ships but by the increase in risk of transportation; but as few of our foodstuffs come to us from abroad, and an extremely small percentage of the materials for clothing or for the other requirements of life, we cannot charge to this incident of war, the destruction of ocean shipping, the enormous increase in the cost of living, which, according to accepted authorities amounts to about ninety per cent. when compared with that at the beginning of the war.

The sun has shone as brightly over the producing world in the war period, except in that small area in which hostilities have actually occurred, as was the case before the war; the rains have been as plentiful and world production quite as great, taking one year with another. And even in those countries in which a certain percentage of the population has been transferred from the fields to the battle fronts the remaining element of population has been stimulated to an unusual activity in the matter of production. The manufacturing establishments have shown no reduction in their activities, but, on the contrary, have worked double time, frequently three shifts of men in every twenty-four hours, producing up to their highest capacity, far in excess of that in

times of peace. So we cannot charge to nature or the absence of workers in the fields, the factories, or the transportation systems, the very great increase in cost of the requirements of daily life which has characterized the years of war, but which was merely an intensification of the advance in prices which had occurred in the years preceding the war.

Figures produced by experts who make a careful study of the cost of the daily requirements of human life, and express the result of their studies in terms known as "index numbers," agree in showing a steady advance in cost of commodities during the last quarter of a century, but especially during the war period. However much scientists may disagree upon other topics, they do agree that the cost of living has steadily advanced during the last quarter of a century, and the advance has been greatly intensified during the war period, and especially during the second and third years of the war. The index numbers of the London Statist, a continuation of the Sauerbeck figures on the cost of living based upon the prices of large numbers of articles—the common requirements of mankind—show an advance from 61 in 1895 to 85 in 1913, the year immediately preceding the war, 108 in 1915, 137 in 1916, and for the first half of 1917, 170 Bradstreet's index numbers show an average of 64 in 1895, 92 in 1913, 118 in 1916 and for the first half of 1917, 161. The index numbers of the Department of Labor, which includes wholesale prices of farm products, food, clothes and clothing, fuel and lighting, metal and metal products, lumber and building material, drugs and chemicals, housefurnishing goods, and miscellaneous articles, show for the year 1895 the index number 57, in 1913, 81, in 1916, 100, and for March, 1917, 120. Each of these index numbers is based upon its own method of calculation, differing in certain methods of terms and expression from those used by others and they are not, therefore, comparable with each other for any single year, since the terms by which they express their results differ in each case; but the fact that the percentage of increase from the initial point, 1895, is quite similar in all three of these figures compiled by different authorities, in different countries, and under different circumstances and conditions, justifies the conclusion that the advance in prices has been general and at about the same rate in various parts of the world, especially as the prices in Great Britain, which brings most of its food supplies from abroad, must be largely determined by the prices in other parts of the world.

It is apparent from the foregoing figures that the very great advances which we have so keenly experienced since the beginning of the war are a continuation and an intensification of an upward movement which began long before the war. It will also be noted from the figures of increase quoted that prices apparently advanced about 50 per cent in the period from 1895 to 1913 and have increased about 90 per cent in the short period 1913 to 1917.

That there was an advance of approximately 50 per cent in the cost of living from 1895 to 1913, and that there was a further advance of about 90 per cent in the period from 1913 to 1917, is indisputable. We must therefore try to find the cause of this advance—the philosophy of it—if we are to attempt to forecast the movement of prices in the future.

What was the cause—at least the principal cause—of the steady advance in prices and cost of living, in the period 1895 to 1913? We can readily charge to the war, the withdrawal of men from peaceful pursuits, the great destruction of property, the special demand for war requirements and the increased cost of transportation, a part of the great advance which has characterized the more recent war period; but we cannot charge to any of these causes the advance of approximately 50 per cent shown in the period from 1895 to 1913. That was a period of profound peace, of industrial activity, of general prosperity, with one or two comparatively slight interruptions.

What, then, can we consider as the true cause of the steady advance in prices which characterize the eighteen years preceding the war, and is that cause, whatever we may find it to be, also the required factor in determining the increased cost of living since the war, for nobody will claim that the mere withdrawal of a small percentage of the world's population for war purposes or the increased cost of ocean transportation can be responsible for the tremendous advance in the cost of living during the war period?

Increased supplies of money and "promises to pay" money, especially the latter in case they pass current as a substitute for money or a means by which it can be obtained, may be looked upon as "inflation," or at least a species of inflation. The total gold money of the forty principal countries of the world increased from $3,827,000,000 in 1895 to $8,560,000,000 in July, 1917; silver money, it is true, declined from $3,825,000,000 in 1895 to $2,600,000,000 in 1917; but "uncovered paper," the third class of currency, has enormously increased from $2,178,000,000 in 1895 to $13,500,000,000 in 1917. The total money—gold, silver and uncovered paper—of the forty principal countries of the world has increased from $9,830,000,000 in 1895 to $24,660,000,000 in 1917, an increase of 150 per cent, while world population meantime has increased but about 13 per cent.

Here is of itself, a startling indication of world "inflation." Money, or that which is currently accepted as money, has increased 150 per cent since 1895, while world population was increasing 13 per cent. A very considerable percentage of this increase occurred during the war period, and especially in that group classed as "uncovered paper," in which the total grew from $2,799,000,000 in

1913, the year preceding the war, to $13,500,000,000 in July, 1917. The gold and silver money of the world increased comparatively little during the war period, while "uncovered paper" money increased nearly 400 per cent.

This large increase in "uncovered paper" since 1913 occurred chiefly in the countries at war. The uncovered paper of the United Kingdom in 1913 was but $115,000,000 and in 1917 $660,000,000; Germany in 1913 $262,000,000 and in 1917 at $1,613,000,000; France in 1913 $326,000,000 and in 1917 $2,900,000,000; Italy in 1913 $182,000,000 and in 1917 $661,000,000; for Russia no figures are available for 1913, but for Jan. 1, 1915, the total is $804,000,000 and in July, 1917, $4,285,000,000. Nearly all of the world's large increase in "uncovered paper," from $2,799,000,000 in 1913 to $13,500,000,000 in 1917 occurs in the countries at war.

Nobody can doubt, apparently, that the increase in uncovered paper, above referred to, is an "inflation" in the ordinarily acepted sense of the term. But there is another form of "promises to pay" in which the increase has been equally startling, even greater in fact, proportionately and otherwise.

The world's national indebtedness has, as is well known to everybody, enormously increased in recent years, and especially during the war. The total national debts of the world in 1895 were $28,750,000,000 and in 1913, the year which precered the war, $43,840,000,000. With the beginning of the war the rapid increase which had characterized earlier years was greatly intensified and by 1915 the national debts of the world were $56,904,000,000, in 1916 $96,950,000,000, and in July, 1917, $106,000,000,000, nearly four times as much in 1917 as in 1895, and practically three times as much as in 1913, the year immediately preceding the war.

These national debts of the various countries of the world are represented by bonds, stocks and other "promises to pay," chiefly long-term obligations. These bonds, or "stocks," as they are frequently termed in European countries, are not, of course, of the class of obligation usually termed as "currency," but they do pass current in a limited way in financial circles, and are in all cases available for obtaining currency when passed across the counter of any bank in the country of their issuance, or, in fact, in any country having plentiful supplies of loanable funds. While, therefore, it cannot be said that this great increase in national debts, and thus in national securities, is in the ordinary sense of the term an increase of currency, it is at least a very large increase in the class of securities upon which currency can quickly be realized when desired by their holders, and thus, at least, may be considered as contributory to the increase in world-circulating medium, and thus contributory to the "inflation," which has been an important factor in the advance in prices and cost of living.

That this enlarged stock of world money and promises to pay money will continue in existence goes without saying. There is little probability that the stocks of world money will be decreased or that any considerable cancellation of indebtedness can be expected in the years immediately following the signing of the peace treaty. Mere interest payments on national indebtedness, which were less than $2,000,000,000 per annum prior to the war, will be staggering in their proportions. And there will be little opportunity to reduce the governmental obligations, in whatever form, for many years after the close of the war.

While we may therefore expect a perceptible reduction in the cost of living when the 25,000,000 men now engaged in war cease their activities of destruction and return to those of production, we cannot expect that the proportion of the higher prices which is due to world inflation, or whatever name we may choose to give it, will disappear so long as the inflation itself continues.

BANKS COULD HELP A LOT.

QUITE a little has been said in local retail credit circles lately about the possibility of getting the commercial banks to break, or at least bend, the long-standing, unwritten law that prohibits them from giving out definite information concerning the balance of depositors, says the "Times." While as yet nothing specific has been done in the matter, it is learned from a reliable source that action in that direction may soon be taken by the Associated Retail Credit Men of New York.

The reason for the movement in prospect is that it would greatly aid the credit men in their work of granting charge accounts if they had some more definite information concerning the prospective charge customer than that the latter has an account in some good bank. A specific instance of how knowledge of a customer's real financial standing would help was cited by one of the best known credit men in the city.

"When a woman comes to this store, or any other for that matter, to open an account," he said, "all that the credit office has to go on is the experience other stores have had with her. If she has no accounts in other stores, even this small guide is missing. However, let us suppose that she has these accounts, that they have always been settled promptly as they became due, but the amounts involved in no instance exceeded $50. The woman comes into our store, sees a coat valued at $150, and decides she wants it. She comes to the credit office, makes application for a charge account and gives her references, mentioning an account she or her husband has in a certain commercial bank. She does not say, however, that she is planning to buy a $150 coat on the

account we will open for her if her references are satisfactory.

"Let us assume that she is 'all right' in a business sense. The account is opened, she buys the $150 coat, and has it sent to her home. The credit office knows nothing of the purchase until the charge comes through. It may be that the woman can pay for the coat, and it may be that she cannot. Now, if the bank in question had given us the balance of the account she referred to, it is obvious that the credit office would be much better able to judge whether to let the sale stand or recall the coat. Information of this kind would doubtless save the stores of this city many thousand dollars annually, for there is more than one person here who lives chiefly on clever schemes.

"I understand that the banks do not want to give out actual balances, because they feel it would be a betrayal of the confidence placed in them by their depositors. So they report a balance as large, medium, or small, and whether well recommended or not. It is obvious that this kind of information hardly more than confirms the statement of the applicant for credit that an account really exists in the bank referred to. Now, my position is this—if the banks do not want to give out actual balances at the time inquiries are made by the store credit men, let them give us the average balance maintained over a period of three or six months. Information of this kind would be much more valuable to the stores than the actual balance carried on any given day, for it is more or less obvious that, while a woman may have a balance of $1,000 on Monday, there is no guarantee that her Thursday balance will not be $100. It is the average balance that would be helpful to credit men, and too much stress cannot be laid on that fact.

"Another reason why knowledge of the average balance would be more valuable to us than the actual amount on deposit on any given day is that large balances are now and then maintained for purposes of fraud. Only the other day there was published a case in which a man opened a large number of accounts on the strength of a fairly large sum of money that he had apparently borrowed and left in a certain bank for two or three weeks for the sole purpose of getting himself a good credit rating. Forty judgments were obtained against this man in a rather short period afterward. Instances of this kind are liable to come up at any time, and it can be seen easily that for a bank to report a man's balance as of good size is no sure mark to credit granting.

"The banks may feel that it is too much bother to work out average balances of accounts concerning which inquiries are made. To this I can say that quite a few of the out-of-town banks do not feel this way about it, and give the information desired. Furthermore, it very frequently happens that banks which handle women's accounts get in touch with the credit departments of the stores in reference to an applicant's reliability before they will accept the account. The reason for this is that they do not want to be bothered with a lot of 'piker' accounts that will be a source of annoyance and no profit to them. From the reports of the stores, they can quite easily gauge the financial 'size' of the applicant.

"In addition to this, the women who carry small accounts in the stores and who let them drag are apt, under pressure of creditors, to draw checks when they have insufficient funds to meet them, thus causing the banks a lot of trouble. The stores' report also guard the banks against this kind of thing, and it seems to me that, if only in the spirit of fairness, the banks should be more specific than they are in returning commercial favors. Particularly do I take this position in view of the fact that this information would not have to be supplied to the individual stores, but could be obtained and distributed, in the strictest confidence, by the information bureau of the Associated Retail Credit Men of New York."

PERTINENT TO THE TIMES.

"BE a booster—not a pessimist!" is the advice given the selling force of a large corporation by its salesmanager a few days ago. He specified nine points the salesmen should bear in mind, as follows:

"Even though we are approaching the end of the year, it is no time to lie down and allow nature to take its course."

"We need every order we can get—and then some.

"Sales departments in the last two years have been busier explaining delay in shipments than they have in bringing the orders in. A change has come P. D. Q.

"It's now time to get out and get under.

"Keep after the business! Right now it is mighty important to help the buyer keep his nerve and prevent him from convincing himself that the market is going down, and that he should wait. The waiting stuff is what gets us all in bad.

"Be optimistic! There's nothing to be scared about. Nothing has transpired since the armistice was signed that has reduced costs. Prices in general will not be reduced soon. And don't forget that neither our trade nor ourselves can afford to have them go down. If there is any change it will come gradually, as is proper.

"Be a booster! Don't talk calamity with anybody. Argue with your trade to buy. At this stage of the game this sort of propaganda is almost as important as orders.

"Business is to be had, and will get better; but for the present it must be pried loose.

"Prices are to be maintained. Stand pat! Don't weaken!"

How to Distinguish Them.

FOR a long time to come our streets will be brightened with uniforms. Notwithstanding his pride in "the boys," the ignorance of the average person with regard to the various insignia denoting rank and branch of service is astonishing.

"Does that ribbon with green in it mean the Croix de Guerre or service on the Mexican border?"

"What does the Distinguished Service Medal look like?"

"How can you tell wound stripes and service stripes?"

"What are all those different cords on the soldiers' hats?"

These are a few of the questions that are asked concerning the American soldiers' insignia by the lay folk who, full of eager interest, confess that even the comparatively simple markings in the American army and navy "get them all mixed up." Nobody wants to mistake a French war cross for the badge worn by a sharpshooter, or to announce that a soldier is in the infantry "because he has a grayish cord on his campaign hat," when in reality that gray cord marks the wearer as in the service of the tanks. Every one knows how to tell a lieutenant from a major, but concerning the intricacies of smaller insignia there are many questions asked.

Perhaps the questions asked most often now that many of our heroes have come home, for a time at least, are about wound and service stripes. The army's chevrons for six months' foreign service and for a wound are just alike—a V-shaped gold stripe for each six months of service, or for each wound. The difference is that the "service stripes" are worn on the left sleeve just above the cuff, the wound stripes on the right. There is also a chevron of light blue for less than six months of foreign service. Perhaps the time-honored method of the landlubber in remembering "which was which" between "port" and "starboard"—that the one was "left" that had the same number of letters—may be most helpful here: "right" is "wound"—five letters each.

Another subject of inexhaustible interest and well-nigh inexhaustible complexity is that of decorations and ribbons of various kinds. The difficulty is simply that there are so many of them. We see many soldiers with ribbon bars nowadays. Here are the meanings of those in which we are most interested:

The Distinguished Service Cross is awarded by the President "to any person who since April 6, 1917, has distinguished himself or herself by extraordinary heroism in connection with direct military operations." It is a bronze cross, bearing an eagle. Its ribbon is of red, white, and blue—a wide blue center, a narrow white stripe on each side, a wider red stripe at each end.

The Distinguished Service Medal, a round bronze medal bearing the eagle, is awarded by the President "to any person who has distinguished himself or herself by exceptionally meritorious service in a duty of great responsibility in time of war." Its ribbon has a white center, not so wide as the center blue of the ribbon of the D. S. C., with a narow blue stripe on each side, and wider red stripes at the ends. These, like the wound and service chevrons, are rewards authorized by the President for service in the present war.

The ribbon of the French War Cross, which many young Americans have won during the war, is red and green—a green ground with five equidistant red stripes.

The badge for service on the Mexican border has a wide green center, flanked by narrow stripes of blue; on each side of these are slightly wider stripes of yellow; the ends are narrow stripes of green. The badge for foreign service has, as its center, a narow stripe of buff, then on each side a stripe of red, then one of white, with ends of light blue.

These are a few out of many campaign ribbons and badges of merit, service, or heroism. A good deal of interest attaches, too, to the marks of especial skill in shooting. The sharpshooter's badge is a Maltese cross with a bar above it. The expert rifleman may wear a device consisting of a pair of rifles crossed on a wreath. The pistol expert's badge is similar, but smaller; it is a pair of pistols crossed on a wreath. The marksman's badge is a plain bar. On the bars of all these medals the meaning of them is printed in good plain letters—"marksman," "expert rifleman," or whatever it may be; but of

course the letters are too small to be read in passing by the man on the street.

Each branch of the army service has its special cord for the campaign hat of noncommissioned officers or enlisted man. The infantry is gray-blue; cavalry, yellow; artillery, red; aviation, green and black; ordnance, red and black; tanks, clear gray; commissary, green; police reserve, green and white; medical corps, maroon and white; machine gun, dull blue, with a red tassel; quartermaster corps, buff; engineers, red and white; signal corps, orange and white; chemical service, bright blue and yellow; cadets, gray and black; chaplain, black, and officers' training corps, red, white, and blue. Officers below the rank of Brigadier General wear hat cords of gold and black, Brigadier Generals and officers above that rank plain gold. In the Marine Corps only officers wear hat cords.

Most people know the shoulder insignia of officers' rank—the lower ranks at least. A Lieutenant General wears three silver stars on his shoulder, Major General two, and Brigadier General one. The Colonel's sign of rank is the silver spread eagle, the Lieutenant Colonel's the silver leaf, the Major's the gold leaf. A Captain wears two silver bars, a First Lieutenant one. But many Americans do not know that the gold bar that is the Second Lieutenant't insignia is an innovation in this war.

Said an army officer in explaining the matter:

"Prior to the present war, the Second Lieutenant wore no insignia of rank on his shoulder, and gold bar now so proudly displayed by our "shave-tails' being a recent acquisition found necessary in order to save them from being mistaken for enlisted men or army field clerks. The Second Lieutenant was considered as not having as yet started to climb the ladder of military fame; in other words, he was still 'on the ground,' hence no insignia. Upon being promoted to be First Lieutenant he was given one silver bar, which indicated that he had taken the first step, and another silver bar when he reached the grade of Captain. From the ladder he climbed to the top of the tree, and adorned his shoulder with the gold maple leaf. His next jump was to the top of the silver maple, which is much higher than the ordinary maple tree, and that is why our Lieutenant Colonels wear the silver leaf, while the Majors wear the gold one. A great number of people have asked me why the lower ranking officers should wear the gold insignia while their superiors wear but silver. I trust this explanation will prove satisfactory. The Colonel wears the eagle that flies above the tree tops, and the General's shoulder is decorated with the stars of the firmament."

Officers wear braid on the sleeves of their overcoats, and enlisted men wear none. The significance of the braid as denoting the officer's precise rank is, however, a bit confusing to the lay mind. First Lieutenants wear one stripe of black braid in a scroll design, Captains' sleeves show the same scroll design picked out in two parallel rows of braid, three rows denote a Major, four a Lieutenant Colonel, and five a Colonel. Second Lieutenants now wear one row of brown braid forming the scroll design on the overcoat sleeve. The buttons on officers' overcoats are of bone, while those of enlisted men are of bronze.

There is on exhibition at the museum of the American Numismatic Society, Broadway, near 156th Street, a most comprehensive showing of the United States stripes and symbols found on the uniforms of our fighting men. Actual specimens of foreign war medals and decorations are also exhibited, such as the Victoria Cross, the D. S. O., the Croix de Guerre, etc., as well as our own Medal of Honor, Distinguished Service Cross, and Distinguished Service Medal. The several dozen ribbon bars seen on the left breast of our soldiers are all shown and carefully explained as to just what they stand for.

WOOLWORTH UNDERSTANDS HUMAN NATURE.

THE greatest shock Fifth avenue ever had was when Woolworth decided to put a ten-cent store in Fifth avenue near Forty-second street, right in the heart of the aristocrats of shopdom.

"Oh, no; it will never do," said those who take pride in the avenue's exclusive status, "because the people who visit Fifth avenue to buy would never think of going into a ten-cent store."

Mr. Woolworth was a better analyst of human nature, however, and spent many thousands of dollars in mahogany and walnut, outfitting his store as if he were going to carry the most expensive stock in the city.

The result has been all he predicted. Women who do their shopping in imported cars and have chauffeurs and footmen seem to love bargains as well as their sisters whose only conveyance is a street car and who must wash their own breakfast dishes before joining the buying throng.

This store has enjoyed success from its opening hour.

A MYSTERY SOLVED.

THE hotel was built of wood, and very flimsy. But it was all the town afforded, and the commercial traveler had to stop there. When he was shown his room he said to the colored bell-hop:

"I'm glad they have a rope here, in case of fire. But why a Bible?"

"That, suh," said the boy, "is in case de fire am too far gone for you to make yoh 'scape, sah."

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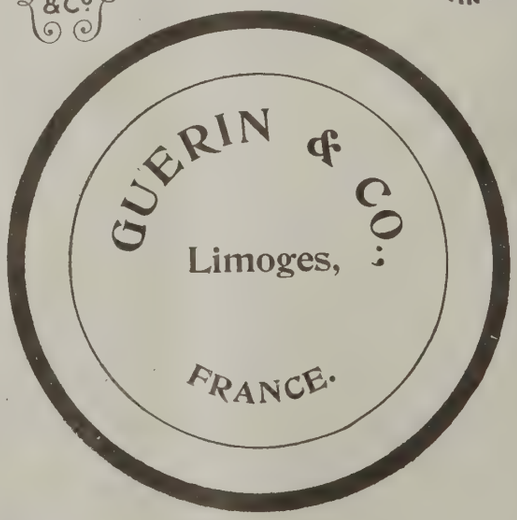

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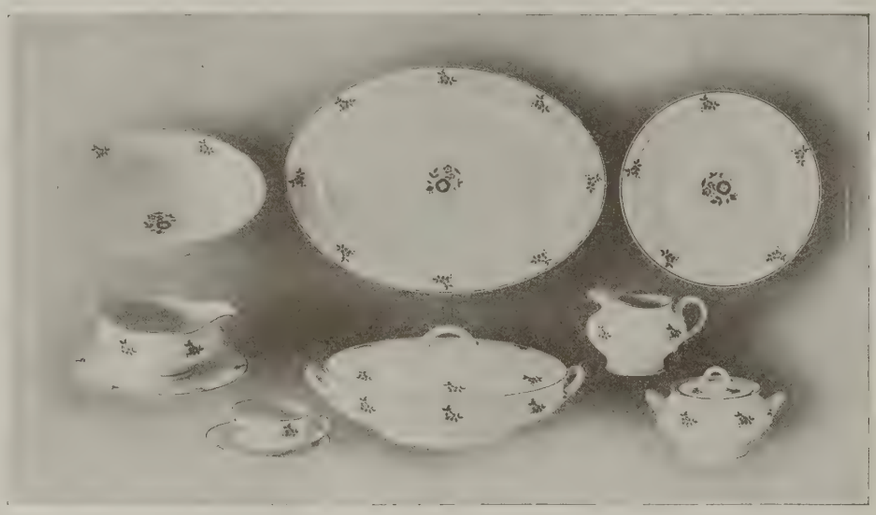

A-24 Gold band with black hair line.
57507. Tudor Rose.
61401. Canterbury.
62703. Old Haarlem.
63801. Empire Wreath.
69201. Gardena.
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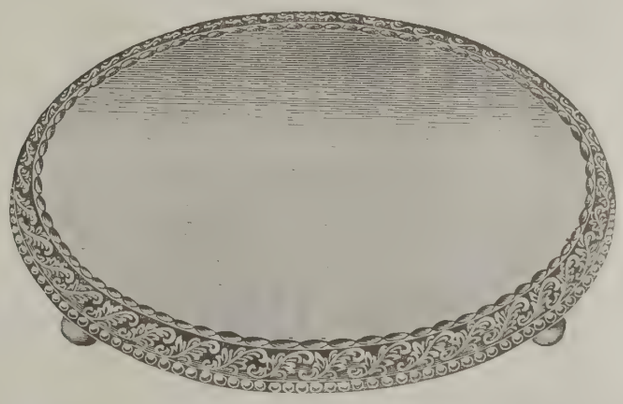

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Fenton Art Glass Co., Williamstown, W. Va.
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Closing Date - - - January 25th, 1919.

The Bending of Easy-Fired Ware.

THE great loss through crooked glost, sinking of sagger bottoms and covering bats, and the collapse of saggar sides and firebricks under load, were treated of in a paper read before the English Ceramic Society by Mr. Bernard Moore. Some of the problems are rather hard to understand, as, for instance, the more ready bending in the glost of ordinary earthenware when it is easy-fired biscuit than when harder fired; it might be expected that the reverse should take place, and it will be shown that such is the case with a certain type of body.

In order that the author's views may be understood, it is essential to have a clear idea of what takes place in a pottery body when it is being fired. This may be obtained from several papers by Dr. Mellor in the volume on "Clay and Pottery Industries," but for the purposes of this paper the notion of a pottery body may be somewhat simplified by considering it as consisting of an infusible framework or skeleton and a fusible flux or matrix. The terms fusible and infusible are to be understood as being applicable at the firing temperature of the body, and with this proviso the definition seems to cover all pottery bodies. The ultimate analysis does not give full information as to the type of body, for an earthenware and a hard porcelain might have an identical chemical composition.

The lower types of body, such as earthenware, are generally low in the matrix and high in the infusible framework. The porcelain types are high in the fusible matrix and lower in the infusible framework. The matrix in the fired body often differs very much in the two types of body. In the earthenware type it is generally much softer (i.e., more fusible) than in the porcelain types, the reason for which will be gathered from the following considerations: During the firing of a pottery body which consists of some kind of flux and a clay, the flux as soon as it melts reacts with and exercises a solvent action on the more infusible material. In this way the flux or matrix gradually increases in quantity, and generally becomes harder and harder (i. e., more infusible), until finally it is saturated, and then the maximum contraction has generally taken place, as Mellor has shown. During the firing the surface tension of the matrix draws the other materials together, the matrix trying to occupy the smallest space possible. The contraction proceeds regularly when no other forces are at work to help or retard this action, but when any outside influence is operating the contraction may be irregular. Thus, in the case of two pieces of pyrometer tube made of the same body and from the same slip, and with two marks 8 in. apart on each of them, it was found, on firing them together, one suspended and the other placed on end, that the latter contracted about ¼ in. more than the other. This difference could only be due to the effect of load, and the portion of tube concerned only weighed 2 oz.

When bending takes place during firing the ordinary contraction is subject to modification. By considering a row of particles of matrix lying between two rows of infusible particles all lying across a bent piece, it will be seen that somewhere in the thickness of the piece there will be one (or possibly more than one) particle in which the cotnraction takes place without any interference, whereas the particles on the side of it towards the concavity of the bend (that is, inside) will be subjected to a compressive force, and the particles towards the convexity of the bend (i. e., outside) will be subjected to a stretching force while contraction is going on.

Three Bullers' rings were fired without any weight, side by side with three others which were weighted with a brick weighing about 9 lbs. As expected, the weighted rings did not contract as much as the others, the readings of the gauge, ranging between 31 and 26 for unweighted and weighted rings respectively in earthenware oven and from 36 to 27 in china biscuit oven.

Remarkable results were obtained on firing strips 10 in. by 2 in. by ⅜ in. The contraction of the surface varied from 12 per cent. to only 2 per cent., the normal contraction of the body being about 7 per cent. Some were supported near the middle on a rounded brick, others being doubly supported through resting on two bricks, one placed under the strip near each end of it. The inside middle portion—which was under compression—contracted 12 per cent. The outside middle portion—which was under tension—contracted only 2 per cent. The mean inside contraction was 10.3 per cent., and the mean outside contraction was 5.7 per cent.

The same kind of action takes place often, not only with earthenware bodies, but with many firebricks, saggars, etc. It is often not a breaking down of the whole substance, but a softening and compression of the matrix. A little consideration will make it evident that it is much

easier to compress the matrix when the full contraction has not taken place, because there is less friction against the infusible particles in the framework, and, of course, much less tensile strength. This explains why it is inadvisable to put more weight on easy-fired saggars, and why the practice of confining the use of easy-fired saggars to the tops of the bungs has become general.

Instructive specimens were shown in the form of strips made of two bodies, one of which contracts more than the other. These strips were fired flat, and were bent, the body with the greater contraction being on the inside of the bend.

Though it is true that the matrix generally becomes more and more infusible as it dissolves more and more of the less fusible ingredients, yet this is not always the case, for eutectics, or something analogous to eutectics, may be formed. The formation of the matrix is not such a simple process as might be supposed. The most common flux is felspar, which melts at about 1,250 deg. C., but by reacting with another material which is itself infusible at that temperature, it may form a eutectic which melts at a lower temperature. Thus the addition of about 20 per cent. silica lowers the melting point of felspar nearly 100 deg., and certain mixtures of clay, felspar, and lime have an even lower melting point.

In the *Transactions* Mellor, Heath and others have given examples of the effect of fine grinding on the speed of vitrification, but there are other influences at work. A body that has been slop-mixed fuses much more rapidly than one that has been dry-mixed. When a body is composed of various ingredients a eutectic is more likely to be formed quickly if the ingredients forming this eutectic are ground together. If clay, felspar, flint, and lime were ground separately and then mixed in the ordinary way and lawned, there would certainly be numerous groups of each of these materials clumped together, and although they were each finely ground they might react as if they were roughly ground. The apertures of the lawns used to mix a pottery body are enormously larger than the finest fraction—at least ten times as large.

It is extremely important not to confuse early vitrification of the matrix with rapid vitrification. An early and steady vitrification may be of great advantage, because it may bring about the proper contraction and make satisfactory ware at a lower temperature; that is, at a temperature at which the framework will not deform, and this would give a fireman a wider margin. But if the eraly stages are abnormally slow, the rapid vitrification at the end makes a successful ring much more difficult. The firing of an oven furnishes a parallel example. When a fault is manifestly the result of too rapid firing it is sometimes argued that such cannot be the case, because the oven was fired for, say, 80 hours, when 70 was the usual time. Little or no work might be done in the first 50 hours. Similarly with a flux; it is no use considering a flux a slow vitrifier if most of the work is done at the end.

In earthenware types of body, therefore, it is sound practice to mix and grind together those materials which it is desired the matrix should be composed of. Thus in many cases it would be better practice to grind any lime added to the body with the stone rather than with the flint. The same considerations explain why it is more difficult to pot with dry white stone than it is with purple stone.

Samples were exhibited showing the results of firing homogeneous and non-homogeneous mixtures. The ingredients were intimately mixed with distinguishing mineral stains. In the fired pieces the homogeneous mixture had a uniform color, whereas in the other case irregular mottling effects were visible.

There is little doubt that the infusible framework consists mainly of what was clay. In an ordinary pottery body the author thinks there is another matrix which plays a very important part, and he calls it the matrix of the framework. It is intimately mixed with the infusible framework, the foundation of which is the clay. All clays have more or less fusible bases in them which in rational analyses are calculated as felspar. Whatever they are, they are finer than ordinary pottery materials, and very intimately mixed with the clay. The conditions are thus favorable for early vitrification; examples of this are ball clays, vitrifiable fireclays and strong china clays.

Nearly all clays, and particularly ball clays, have extremely finely divided flux intimately mixed in them, serving to vitrify the clay. This is what gives strength and ring to a body, and explains why potters like a strong clay. It might be thought that by slightly increasing the stone a weak white clay could always be used. But, however carefully the slip may be prepared, it never attains the intimate mixing which characterizes a natural clay.

It is this matrix of the framework which produces the so-called bending point of fireclays under load. Clays are known which vitrify at 1,000 deg. or less, but which do not melt below cone 33. These might not stand under load.

Many of our pottery bodies are almost plastic at high temperatures. A badly-placed piece of bone china has been known to become turned inside out without being broken. If the matrix is very fluid it will bend easily, but if it is viscous it will be more likely to stand.

The clumping together of particles of finely ground material may give rise to troubles like discoloration and blistering. Two small trial cream jugs which had been made many years ago were shown, one made from a mixture of bone and clay, the other from a mixture of bone and stone; one was badly blistered and the other had a bad color, but neither of them showed much contraction.

Another cream jug made from a mixture of equal amounts of the two mixtures just referred to had contracted much more, and showed the characteristics of a good china body.

The type of body which will bend more readily if it has been hard-fired is the type which has practically no framework, but has been turned by firing into a hard matrix. An example is a Seger cone fired to, say, 1 cone less than its bending point; on refiring, along with some fresh cones of the same fusibility, when the latter have attained the same position as the others had previously reached, the first lot may be completely down.

Nothing has been more frequently emphasized than that fine grinding lowers the melting point of mixtures. Common sense must be used in interpreting this, or an erroneous conclusion may easily be reached. The air between the particles of very finely ground flux prevents it from forming a clear glass until it is very fluid. A solid piece of raw felspar fuses to a clear glass without bubbles, whereas finely ground spar would be white and opaque at the same temperature. Similar remarks apply in the manufacture of quartz and glass.

A homogeneous frit may completely melt more easily when rough ground. This was illustrated by a specimen showing a Persian blue glaze on ordinary bone china. The glaze would in the ordinary way require a temperature of 960 deg. or 970 deg. C. to make it bright, but in the case of this specimen the glaze was applied in a coarsely ground condition, and the firing was done in an enamel kiln at about 750 deg. C., and though the distribution of the glaze was very irregular its surface was fairly bright.

In the case of a mixture of a flux and another material such as flint or clay forming a pottery body, fine grinding of the infusible part may prevent bending in the biscuit instead of producing it. This point is very important, and is very little understood. The principle that fine grinding increases the chemical action is sound, but the conditions must not be overlooked. Thus, if felspar be mixed with a roughly ground material it may not have time to dissolve it, because it is rough or the particles are clumped together. The matrix is therefore softer and more fluid and bends more easily in the biscuit than it would have done if all the materials had been ground together.

A parian body of, say, 60 felspar and 42 clay, if simply mixed and lawned, will not stand so well as if clay and felspar had been ground together. In the first case the clay has clumped and the felspar has not had time to dissolve it and to make the hard glass-like body which is necessary for success. The potting practice of grinding all the materials of a parian body together is justified accordingly.

Among other specimens shown were small trials of felspar with 5, 10, 15 and 20 per cent. of ball clay added; they were finely ground and mixed dry, and the fired

Continued on page 226.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An A No. 1 stockman, also a general office utility man, also good head packer. Must be thoroughly experienced in crockery, glass, housefurnishings, hardware, notions, etc. Large, old-established Texas jobbing house. Advise salary expected to start, and give full information first letter. Good future. Write CHINA PALACE COMPNAY, El Paso, Texas.

SALESMAN WANTED—By a well-established hotel china manufactory, for the Middle West. State experience and salary expected. Address A 189, this office.

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ENGAGEMENT WANTED—Traveling salesman is open for an engagement with glass or pottery manufacturer. Has had twenty-five years of experience selling packers, jobbers, scheme and department store trade. Can furnish best of references. Hard worker; large acquaintance. Address A 191, this office.

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WANTED—Agency for New York district on commission basis. Trade connections with hotels and restaurants, supply houses, department stores, etc. Many years' experience in the pottery, china and glass trade. Will secure business. Address A 190, this office.

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TWO-KILN pottery, North Newark, N. J., one hour trucking distance from New York market. Fully equipped for the manufacture of general ware. Ready for immediate work. Plenty of help in the vicinity. Newly built a year ago. Best Crossley machinery. Has large decorating room, with two up-to-date decorating kilns. Plenty of ground for enlargement, 400 feet on Erie R. R. For further particulars address A 185, this office.

FOR SALE—Large and small kilns suitable for burning-in purposes and especially for experimental work. The sizes are 38 x 28 x 24 inches with a clear of 24 inches, and 32 x 36 x 24 inches all clear. Low price to quick buyer. Address HOWARD GLASS WORKS, 104 Chambers Street, New York.

TO SUBLET.

FIFTH AVENUE BUILDING.—Very desirable small office about 510 square feet, especially adapted for showroom. Located in crockery and glass trade district. Lessees forced to vacate owing to association with other concern. If interested, communicate with the ORIENTAL COMMERCIAL CO., Ltd., 2 Rector Street, New York.

SEND US

Your Specials for quick sale or Samples for Display.

ACTIVE, RELIABLE REPRESENTATION.

SIDNEY N. SCHARFF & CO,

Manufacturers' Agents,

804 Victoria Bldg., St. Louis, Mo.

Continued from page 225.

products had a poor color and appearance. Similar trials were made from these materials slopped together, and they had a much better color and seemed to be quite good stoneware. All were fired side by side up to 1,200 deg. In the first series the fusible matrix had not dissolved the other material, and a bad color resulted. Other series were formed by the addition of 5, 10, 15 and 20 per cent., respectively, of flint, and these when fired showed smoother surfaces and better vitrification. An important practical point is that some control on what takes place can be exercised by the way the mixing is done.

Summary: A glost oven for a few minutes in the hottest part almost touches the biscuit temperature, and if contraction has not taken place compression will increase the contraction and a ension will retard it. Manufacturers have little control over the matrix of the framework, except by selecting suitable clays, but they have very great control over the matrix of the body. This is effected (*a*) by texture—fineness of grinding, or (*b*) by the method of mixing. Different treatment may be necessary for different types of body. (*c*) Full results cannot be got from fine grinding if the fine particles are allowed to clump together. (*d*) If a body bends it may be possible to produce a more viscous matrix, often without changing the composition. (*e*) An early and steady vitrification of the matrix is of great importance, since it gives the fireman a greater margin. (*f*) Full contraction must be brought about in the first fire if a body has to stand stresses at a high temperature during a second fire.

McKENNA BROTHERS SALES CORPORATION,

1271 Broadway, New York,

Telephone—Madison Square 6879.

REPRESENTING

Libbey Glass Co.
McKenna Bros. Cut Glass Factory.
Kelly & Steinman, Inc.
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Our Gold Decorated Line.
National Mirror Plateaux Mfg. Co.
Special Value Lamp Lines.

Display at Fort Pitt Hotel,
Pittsburgh, Pa.,
by
Mr. W. J. McKenna and Mr. R. R. O'Connell,
Jan. 5th to Jan. 18th.

Henry Witte

WISHES YOU A VERY

Merry Christmas

. . AND A . .

Happy New Year!

Seven West Twenty-fourth Street,
New York.

HENRY SAUL. A. REHBERGER.
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CHINA. *CUT GLASS.*

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MAY WE EXTEND AN INVITATION?

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CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 26, 1918.

CONDITION OF TRADE.

New York

Retail trade up to Christmas was wonderful. Fine weather in the weeks preceding helped a lot, and people seemed to have plenty of money. Stocks, never heavy, were depleted to almost nothing—which argues for a heavy demand on the manufacturers. The call for high-grade goods was one of the pleasing features of the transactions. All through the war the rich people have been economizing. They have gone without luxuries to buy bonds and war saving stamps, have given to the Red Cross and all the other charities, and sacrificed their own pleasures to help the country in a way that will forever disarm criticism. The wage-earners, who have been making big money, have been generous, too. But the palm for generous giving goes to the small-salaried men and small business people. They, and particularly the clerks and salesmen, with little increase in income and largely-added expenses, have given until it hurt. Since the signing of the armistice everybody has "loosened up," and the holiday buying of 1918 has been the greatest in the history of the country. This big trade was experienced all over the land. Large cities and little hamlets alike joined in making the holiday more joyous because of peace and the return of the boys who made peace possible.

In the wholesale trade there has been a tendency to hold off the placing of orders for 1919, owing o the belief that prices must come down. How impossible that is without huge losses to manufacturers must be apparent if one will only think a little. Every factory is loaded with raw materials bought at the highest prices. Wages, instead of coming down, are not only holding, but the workers in many cases are asking for more. As labor was the main cause of high prices, until there is a reduction in that direction there is not much hope of cheaper goods. The manufacturers of crockery and glassware have undoubtedly made money —not excessive, but a fair profit. If they lower prices it will be at the expense of those profits, unless there is a reduction in the cost of production. Knowing that the demand for 1919 will be in excess of 1918, unless they lose their business judgment they will hold their prices, even though buyers may hold off for the time being. Why the latter are so insistent on lower rates is a mystery. The goods have always been too cheap. When values are compared with other commodities, people get more for their money when they buy crockery and glassware than any other manufactured article, even at present prices. Besides, as has been shown time and time again, with the same percentage of profit the more the merchant pays the greater his gain. There is, of course, a limit to what the consumer will pay. Perhaps the limit has been reached, but it certainly has not been passed, for the people are buying. Lowering prices now will not increase sales. Why, therefore, do it?

Pittsburgh and Vicinity

New business with glass manufacturers for the moment is slow, due in the main to the time of season. Inquiry for merchandise for 1919, however, is very active. Here and there a possible addition to a line will be noted in January, but the num-

ber will be few. There is no desire on the part of the manufacturers at this time to increase lines. Selling lists for the first quarter of the new year will be firm.

East Liverpool and Vicinity

New business has been in moderate receipt only during the past ten days. A considerable number of back orders remain on file, however, the volume of which is sufficient to insure the steady operation of the plants for a long time. Some of the larger jobbing interests, being convinced that prices will remain firm, have already anticipated their requirements for the first quarter of the coming year.

SALESMEN'S ASSOCIATION ANNUAL MEETING.

THE annual meeting of the Pottery, Glass and Brass Salesmen's Association was held in the rooms of the Crockery Board of Trade on Thursday, December 19. As usual, the attendance was small, only a baker's dozen being present, and those the regular old standbys. The meeting was called to order by President Irwin at 10:30, and the counting of ballots for officers immediately began—John Nixon, J. Meredith Miller, Wm. R. Doctor, A. N. Muessig, L. D. Seixas and F. C. Demarest being appointed tellers. A recess was then taken until 2 p.m.

When the meeting was called to order in the afternoon the Secretary and Treasurer read the following reports:

SECRETARY'S REPORT.

A year ago to-day this Association stood at the threshold of what portended to be that period in its history when its policies of financing would be given the emergency test against which your Boards of Management have been fortifying the Association since the inauguration of the Reserve Fund during President Endemann's administration in 1905.

Our beloved country had eight months previously declared war against a foreign foe and the first contingent of our armed forces had but recently braved three thousand miles' expanse of ocean infested with diabolical under-sea boats to reach the fields of battle—the vanguard of the two million fighters whose deeds have furnished the most stirring chapters in the epic of American achievement in the greatest war of all time.

Many of our members had already responded to the call to the colors, some choosing the army and some the navy, and there were no means of estimating the ultimate number who would be called if the war continued for long. The prospect unfolded to our vision an emergency quite unlooked for a twelvemonth before.

That some of these gallant fighters of ours would pay the supreme sacrifice—either by design of the inglorious U-boat or in fighting the enemy man to man—seemed inevitable. Yet, as far as the records of my office serve as a guide, I can announce the gladsome news that while some of the thirty-seven members known to have served their country may return covered with scars, decorations and glory, not one, thank God, has been lost to us.

Nevertheless, great as was the threatened emergency, great as would have been the amount in death losses this Association would have been obligated to pay had every one of these brave men met his death, checks for $300 could have been mailed as fast as written to every beneficiary, without a call upon the members for a cent. Our splendid Reserve Fund could, in fact, have liquidated fifty death claims in any such emergency. It is one of the bulwarks of our organization—one that we should emphasize when soliciting new members.

With the energies of every red-blooded American bent toward winning the war, each doing his bit in his particular sphere of activity, little thought and less time could be devoted the past year to the recruiting of new members. However, we are still safely above the 1,000 mark, and with a total of 1027 occupy a good "jumping off" position for an after-the-war drive for recruits. We enrolled thirty-one new members during the year.

If we escaped death in the war, we did not among those of our members in the pursuits of peace. Fourteen laid down life's labors during the year, including one of the founders of the organization. They were the following: James M. Uniack, Albert H. Demorest, William H. Arden, Fred Lackman, William T. Newell, Jefferson D. Dobbs, Emil Goeppner, Wm. L. Woodward, Thomas J. Hughes, William W. Magee, Charles T. McKenna, George H. Schuetz, William E. Savage, James A. Rorke.

These claims were all paid with our usual promptness except that of brother Schuetz, which is awaiting adjustment. Fourteen claims were paid, however—that of Joseph H. Kissam, long pending, having been finally adjusted through the widow taking out letters of administration.

The two customary assessments of $2 each were levied on the members—No. 43 on January 1 and No. 44 on July 1. Sixteen members were dropped for non-payment of the former and 9 for failure to pay the latter, while two members resigned.

In accordance with the resolution passed at the last annual meeting, the special assessment of $1 to create a fund out of which dues and assessments of members in the service liable to become delinquent were to be paid was levied on January 1 and a War Fund of $870 was created.

Out of this fund but fifty dollars had to be paid, most of the members in the service having arranged with relatives to pay their assessments and dues in their absence. However, the memberships of eight were saved on the January call and thirteen on the July call.

At the meeting of the Board of Management held on May 20 it was voted to invest the interest accruing from the Association's Second Liberty Loan Bonds in War Savings Stamps—earning four per cent interest compounded quarterly as against three per cent if deposited in bank. The Association now has $495 invested in these securities.

At a meeting of the Board held October 28 the Secretary was appointed a committee to draw up resolutions on the death of Wm. W. Magee, charter member, former president and at the time of his death one of our directors. At the following meeting, Nov. 26, these resolutions were presented by the Secretary, adopted by the Board, ordered spread on the minutes and an engrossed copy ordered sent to Mr. Magee's family. Thomas G. Jones was appointed to fill the unexpired term of Mr. Magee as director.

At this meeting also the Secretary was authorized to convert the $12,000 four per cent Second Liberty Loan Bonds of the Association into four and a quarter per cent bonds of the same issue in accordance with the privilege afforded by the Government.

At the meeting of the Board held on Nov. 26 the following resolution of Mr. Anderson was unanimously adopted: "That the Coupon Liberty Bonds of the Association be converted into Registered Bonds in the name of the Association and that the Bonds and other securities representing investment of the Association's Reserve Fund are to be sold or used as collateral only by direction of the Board of Management and endorsed by the president, secretary and treasurer.

At a special meeting of the members of the Association held in the rooms of the Crockery Board of Trade on Nov. 29 nominations of officers and directors to serve during 1919 were made and ballots containing same sent to the members, to be returned for tabulation in to-day's annual election.

At this meeting the following committee was appointed to arrange for a "Victory Dinner" in February: William S. Pitcairn, chairman; J. F. O'Gorman; John Nixon and Arthur G. Stier.

The north ball room of the Hotel Astor has been tentatively engaged for Thursday evening, Feb. 13, 1919.

At a meeting of the Board Dec. 18 the resignation of Mr. Pitcairn as chairman was regretfully accepted owing to his anticipated absence in Europe, and Arthur G. Stier was elected in his stead.

A detailed statement of the moneys passing through my hands during the year is as follows:

Assessments	$4,092.00
Dues	1,037 00
Initiation fees	62.00
War Fund	879 00
Adjustments of bad checks, etc	23.00
	$6,093.00

all of which is in the hands of the Treasurer.

In closing, may I be permitted to observe that we have reasons to be supremely happy this Christmas and to express the wish that the joy and the cheer and the splendid hope of it all may enter your lives and dwell there anew as the old year draws to a close and a new one dawns?

Respectfully submitted,
J. F. O'Gorman, Secretary.

TREASURER'S REPORT.

GENERAL AND BENEFIT FUNDS.

Balance Jan. 1, 1918	$2,096.86	
Cash received from Secretary	6,093 00	
Interest on deposits	36.78	
		$8,226.64

PAYMENTS.

Death claims:		
Joseph H. Kissam	300.00	
James M. Uniack	300.00	
Albert H. Demarest	300.00	
Fred Lackman	300.00	
W. H. Arden	300 00	
W. T. Newell	300.00	
Emil Goeppner	300 00	
Jefferson D. Dobbs	300.00	
W. L. Woodward	300.00	
Thos. J. Hughes	300 00	
W. W. Magee	300 00	
Chas. T. McKenna	300.00	
W. E. Savage	300.00	
J. A. Rorke	300 00	
		$4,200.00
J. F. O'Gorman, secretary, salary		600 00
Printing, stationary, box rents, etc		307.35
Returned checks		$12.00
Exchange on country checks		.07
		$5,119.42
Cash in bank		3,107.22
		$8,226.64

RESERVE FUND.

Balance Jan. 1, 1918	$1,818.74	
Interest	26.89	
	$1,845.63	
Cash from General, Benefit and War Funds	3,107.22	
		$4,952.85
Cash	$1,845.63	
W. S. S	495,00	
Liberty Bonds	12,000.00	
		$14,340.63
Total cash and securities on hand		$17,447.85

With the compliments of the season,
Geo. Hamilton, Treasurer.

The report of the tellers showed that 430 votes had been cast, as follows:

J. Meredith Miller, president, 419; Lee Schoenthal, first vice-president, 413; Jos. F. O'Gorman, secretary, 428; George Hamilton, treasurer, 422.

For directors to serve three years—D. King Irwin 333, E. W. Hammond 294, R. E. L. Wells 265, John J. Hines 197, Julius Rosenfeld 182.

For territorial vice-presidents—John B. McDonald 361, Moey K. Lindner 361, E. M. Meder 346, Arthur W. Lunney 333, Murt. S. Wallace 165, Jas. F. Leary 223, Charles Herman 318, John A. Nixon 295, Adelbert S. Baker 196, Chas. L. Reizenstein 346, A. J. Tourangeau 344, William Junor 333, Charles J. Dooley 346, Leon A. Anthony 345, D. Wm. Scammell 264, Charles R. Service 130, Ernest H. Wade 328, Albert Jassman 328, Fred M. Huggins 323, Edward B. Hill 327.

Irwin, Hammond and Wells won the directorships. In the contest for territorial vice-presidents James F. Leary was elected for Boston, Chas. Herman for Philadelphia, and D. Wm. Scammell for Trenton.

An informal discussion on the disposition of the special war fund took place, but as there are many members still in the service nothing was done in the matter.

Referring to the dinner, Mr. O'Gorman said that while the north ball room, the one usually engaged, had been reserved for Thursday, Feb. 13, no menu had been arranged, as the hotel people would not name a price.

Geo. Hamilton moved a vote of thanks to the retiring president, D. King Irwin. Mr. Irwin thanked the members and said he was sorry to have had to decline a renomination. He appreciated the honor, but owing to the uncertainty of his movements next year he thought it for the best interests of the Association

that somebody else should be elected. His remark that it was a little unusual for a man out of a job to refuse a job brought out a roar of laughter.

After passing a vote of thanks to the Crockery Board of Trade for the use of its rooms the meeting adjourned.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 24, 1918

LIVERPOOL

Str. Cedric, Dec. 23.

3	packages earthenware	H C Edmiston
2	" "	G W Sheldon & Co
2	" "	W H Plummer & Co
8	" "	T S Todd & Co
23	" "	F W Woolworth & Co
7	" "	Alpers & Mott
22	" "	Maddock & Miller
5	" "	Lazarus & Rosenfeld
11	" "	Guaranty Trust Co
20	" "	Rowland & Marsellus
4	" "	Butler Bros
9	" "	B M Jones & Co and G W Sheldon & Co
39	" glass tubes	F H Stowell & Co

CUIDAD BOLWAR

Str. Matura, Dec. 23.

1	package glass domes	Tennants Sons & Co
1	" fire clay	" "

GLASGOW

Str. City of Oran, Dec. 24.

39	packages earthenware	F Bing & Co
1	" "	Lederie Antitoxin Laboratories
295	" glassware	Graham & Zenger

OBITUARY.

EMIL SCHULINGKAMP, Southern representative for Takito, Ogawa & Co. and other lines in New Orleans, died on Monday morning at the St. Lawrence Hospital, New York, of pneumonia. As reported in last week's issue, he arrived here on his annual trip last Wednesday feeling ill, and was removed from his hotel to the hospital. His condition grew rapidly worse, and his wife, who was telegraphed for, arrived with his oldest son at his bedside just a few hours before his death. He was about forty-five years of age.

Louis Spevack, head of the W. & S. Mfg. Co., manufacturers of silver-plated novelties, died at his home here last Saturday after a ten days' illness from pneumonia following influenza. He was thirty-three years of age and leaves a widow and two daughters.

Borgfeldt Tomby died Dec. 23, in his forty-fourth year, of sclerosis of the liver, after a long illness. Mr. Tomby was for many years with Geo. Borgfeldt & Co., and was named after the head of that house. About six years ago he left the concern and became the New York representative of Rudolf Schlegelmilch. The war prevented him from getting German goods and he turned his attention to gas mantles made in Holland.

Lieut. Sheldon W. Simms, a grandson of B. C. Simms, of the C. C. Thompson Pottery Co., East Liverpool, died Nov. 17 of wounds received in action, according to word just received. He was attached to the First Battalion 15th Engineers, enlisting soon after the United States entered the war. He was born in California, but spent the greater part of his life in East Liverpool.

TO LABEL AMERICAN TOYS.

THE Association of Toy Makers of the United States at the final session of its annual meeting in the Hotel McAlpin last week voted to have a label bearing a suitable design created which will be given with each toy, showing that it had been made by an American manufacturer.

There was no definite decision as to the style and make-up of this label, the matter being left in the hands of a committee.

While it was not openly stated that the object of labeling all American-made toys is to prevent the resumption of the German toy business in this country, it is generally believed that this action was prompted as the result of German efforts to re-enter the American markets.

STORE-DOOR DELIVERY DROPPED.

IT is announced that Director General of Railroads McAdoo, following a conference held in Washington, has decided not to proceed further with the proposed store-door delivery service for New York, although all preparations for beginning the work had been completed when the armistice was signed. It was stated that the Director General contemplated the plan as a war measure, and that while he recognized its adaptability to business needs he felt that it should not be entered upon without consideration from the standpoint of peace conditions.

The plan contemplated common use of privately-owned trucks for delivering merchandise brought to this port by steamships or railroads and deposited on piers or terminals. A truck driving up to a pier to leave goods would be "commandeered" and loaded with incoming merchandise consigned possibly to a dozen firms in a given zone. This truck would make these deliveries before returning to its owner for a load of outgoing merchandise.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

On account of war conditions the pottery manufacturers have done less work this season in preparing for January trade than ever before. The hands of the manufacturers were tied, and buyers will therefore have to choose, in the main, from dinner patterns which have been standards during the old year. That the demand will nevertheless be active is already indicated by letters received from some of the largest interest buying the line. Pottery manufacturers are very optimistic over the outlook for heavy business during the coming year, and if is possible to increase production shipments will be made with more promptness than in the past.

* *

Annual meetings of stockholders of practically all pottery corporations in the West will be held during January. Few, if any, changes in boards or officials are anticipated. The majority of the annual meetings in this district will be held after January 10.

* *

With another advance of $5 per ton in English clays announced for January 1, and with certain other lines of raw materials likely to be sold at higher rates, buyers will experience no surprise if the manufacturers advance their selling lists of some items. That there will be no decline in any line next month is now certain, and buyers have come to understand it. Those who cancelled unfilled orders during the past few weeks with the idea that lower rates would prevail in January are likely to find themselves in an inconvenient position when they are again in the market for merchandise.

* *

Lieut. Joseph Wells, a son of W. E. Wells, of the Homer Laughlin China Co., has returned home from a Southern camp, having received his discharge late last week.

* *

The re-arrangement of the offices of the Hall China Co. has been completed. A new suite has been placed on the first floor of the plant, with entrance on Walnut street. The commercial department has been divided from the executive offices by a long hallway. The sample room will be enlarged and maintained on the second floor, immediately above the offices.

* *

Joseph G. Lee, one of the oldest pottery manufacturers of this district, has returned home from a holiday divided between such diverse places as Hot Springs, Ark., and Atlantic City, N, J.

* *

Another concern in this territory which installed a hotel list during the war will eliminate the stock from its catalogue next month.

* *

P. H. Cullis, local representative for the Meyercord Co., Chicago, will likely make his headquarters in Pittsburgh during the coming year.

* *

On account of inability to obtain shipping space, exports of pottery to Porto Rico have fallen off. Considerable business for that territory is being held up here until there is an improvement in the situation.

* *

C. B. Hoffer, of the Denver office of George Borgfeldt & Co., spent several days here recently acquainting himself with the trade.

* *

Lieut. Kenneth Sebring, son of Evas H. Sebring, of the E. H. Sebring (O.) Pottery Co., attached to the 37th Division, in a recent letter states that after a review of his division by the King of Belgium he with a number of his companions had the pleasure of meeting the King personally.

* *

John Stoddard, formerly bookkeeper for the Edwin M. Knowles China Co., has been commissioned a lieutenant in the aviation corps.

*

Very little, if any, improvement in the local labor situation is reported by manufacturers, although a small number of the operatives who have been in the service and who were at nearby camps have come home and resumed their places. In common labor a marked

scarcity will exists. It is feared that it will be some months before any marked increase of production can be reported.

* *

Among local pottery concerns whose lines will be represented at the Pittsburgh exposition next month will be the Taylor, Smith & Taylor Pottery Co., Hall China Co., West End Pottery Co. and the Smith-Phillips China Co.

* *

Among buyers visiting the market were Emil Schulingkamp, New Orleans; George F. Hankins, Lexington, N. C.; Morris Bergman, Carl Putterman, and Harry Ritz, New York.

*

Fire in the Feldspar and Kaolin Co.'s works, Brandywine Summit, Pa., December 23 caused a loss of $20,000.

OUR INDUSTRIAL FUTURE.

IN the most famous of all business stories we learn how Antonio of Venice, dry goods merchant, met disaster by reason of a storm which drove astray one of his ships. He couldn't pay his debts.

Shakespeare's Antonio had nothing on P. Everts, of Boston, when the war hit his business, says Thomas H. Uzzell in "The Nation's Business." P. Everts was a jeweler. He worked in platinum. Engagement rings, brooches, lavallieres, he fashioned with a cunning so delicate and beautiful that he enjoyed the most exclusive patronage. For thirty years he had trained his workmen, devised his tools, perfected his designs. But the Government, needing platinum, issued a request that lovers find some other metal as a token of their happy agreement. Whereupon P. Everts found himself facing a disaster worse than the loss of Antonio's ship.

The tiny wheels of his shop ceased to turn. His skilled workmen were empty-handed. There was no more platinum for them. And P. Everts, for the life of him, could think of nothing else they could do. He was like a farmer asked to use something else besides dirt. Platinum was P. Everts' specialty—it was platinum jewelry or nothing.

Finally, haunted by the silence of his shop, and a bit haggard, P. Everts took a train to Washington. He was resolved to remonstrate. He was going to see the Government in person; his adjectives were all chosen. On arriving he fumbled about among the various buildings until he came to the Department of Commerce. The Department of Commerce referred him to the Bureau of Standards. Discouraged, but still determined, Mr. Everts boarded a trolley and was set down at the edge of town beside a group of buildings which looked like a cross between a modern factory and a university set up in the woods overnight.

Once past the sentry pacing to and fro before the gate, he was ushered into the office of Dr. S. W. Stratton, Director of the Bureau. When Mr. Everts finished telling his troubles, Dr. Stratton sent to one of his shops for a lieutenant of aviation, an engineer who, with his blouse off and his sleeves rolled up, was working out some technical problems for his branch of the service. Replying to the Director's questions, he said: "Why, yes, we can use all the tachometers he can make. The platinum element is the most important thing about them."

With quickened step P. Everts followed the lieutenant to his shop. Off came his coat, up went his sleeves. A tachometer was produced, the platinum element removed. Ah! here was something he could make!

Would making those things help win the war?

Rather!

P. Everts was enlisted for the war of democracy. And inside of two weeks his business flourished as never before.

Next came a cut-glass maker from Cleveland. He, too, entered the Director's office with lagging steps and a haunted look in his eye. His moan was: "The Government's done me in. Yesterday I made the best glass in the country, and to day it seems that my business is a public nuisance. They referred me to you."

Said Dr. Stratton: "Why don't you make lenses for army field glasses?"

The glass-maker, brightening: "Do you think I could?"

"Come with me!"

A few minutes later they entered the smallest, albeit the most complete and scientifically perfect lens-making factory in the country. Again a lesson was learned; again the magic was worked; and, although there are problems still to be worked out in this craft, a noted business house was given the chance to perform more profitable and more patriotic service.

Solving seemingly impossible problems for American producers has been a specialty of the Bureau of Standards at Washington for seventeen years. Before the war its staff of experts worked eagerly and successfully, yet without acclaim. Once the country was plunged into war, however, a war pre-eminently of industrial engineers, the Bureau of Standards became an acknowledged Mecca of wisdom towards which producers directed their steps from every point of the compass. The number of its buildings has practically doubled, and three more are on the way; its staff has increased from five to over twelve hundred, and to-day manufacturing pilgrims, hearing of its store of magic, are streaming into its wide-open doors at the rate of one every fifteen minutes.

The story of its double service to soldier and to manufacturer has in it the thrill of something occult, something almost unimaginable. The episodes of the jeweler and the glass-maker are random paragraphs in an encyclopedia of achievement. They merely illus-

trate how two manufacturers were picked up bodily from one trade and set down in another without the loss of so much as a wiggle of effort. The Bureau is also a discoverer. It is daunted by no problem—provided that a solution would be of practical, dollar-and-cents value.

For instance: dry goods salesmen, dye makers, the pigment trades, were constantly up against it because they had no absolute standard for colors. Producer and buyer disagree as to a shade of blue, for example, and the dispute waxes hot; both men finally only "see red" and fly away to a court with their lawyers. Lawyers and judge hold up their hands. They are helpless without a standard! Each litigant had a "standard blue," but they differ! An infallible expert witness is necessary. Enter the Bureau of Standards. The Bureau searches the air, the earth, and the waters under the earth for a color that changes nor alters not. It is not there. "Well," says the Bureau, which has imagination as well as learning, "how about the sky? There is the spectrum of the stars." With the Bureau the sky is not the limit. A spectroscope is directed to the sky and brings down a resplendent row of pure and eternal colors. The blue may be singled out and matched with a secondary standard and dispatched to the court—with the Bureau's compliments.

There is no expense, because the Bureau sees at once that this emergency leads to the production of a utility of indispensable value to who knows how many trades or individuals. And to-day no up-to-date salesman dealing in colors travels about the country without the spectrum of the stars in the vest pocket!

Follow now the war-time adventures of another glass manufacturer. Inasmuch as we are not mentioning real names, we will call him Mr. Preston.

The army and navy last spring gobbled up all the fine optical glass in the country—for binoculars, navigating instruments, range-finders and such like tremendous trifles of warfare. Almost the total supply of the quality needed had come from Germany. Among others, Mr. Preston, a great man in his trade, was summoned. A fine German lens was handed to him; he was asked to reproduce it in quantity.

"I can give it to you in quality, but it will take about a year to produce it in quantity," he said with finality.

"But," said the army and navy, "we've got to have thousands of these things within a few weeks."

There was no help for it. Glass of the quality of that German lens, when melted, would burn a hole right through any substance known to man except the special pots used for melting optical glass. These required six months to manufacture. The army and navy, being precocious in their wisdom, said: "Have you seen what the Bureau of Standards has got in this line?"

Mr. Preston hadn't. He had heard of the Bureau, of course; it was a sort of obscure building where a bunch of monastic scientists corrected clocks and checked up grocers' scales.

Despite his prejudice, Mr. Preston journeyed out to the group of buildings buried among the trees. He was driven to go—by war's necessities.

Here is both a depressing and a hopeful fact. With the fortunes of only his own business at stake, he, like thousands of others, was sufficient unto himself. Had he not made glass for thirty years? Did they mean to tell him that he didn't know?

The Bureau confessed that Mr. Preston's problem was a "poser." But it set to work. It failed. The hot glass trickled right through the bottom of every pot it made.

"You make them too fast," said Mr. Preston.

"We make them wrongly," replied the Bureau.

Chemists, physicists were called in. They fell back upon new formulae; they evolved a new working hypothesis; they dropped the old formula and worked out a new one. After a few experiments success came. Porcelain! They had not tried that. A porcelain pot could be made in one month. Mr. Preston had used the wrong material. When the results were announced to him by letter (for he had gone home) he wouldn't believe it, and he came all the way back to Washington to see with his own eyes.

Results: five months saved to the war's industrial program; Mr. Preston's business has increased by leaps and bounds; there are no tricks in optical glass-making used by Germans or any other race which are not known in our own country.

MOTTOES FOR THE NEW AGE.

THE most dangerous defect of American industries has always been the fact that they were divorced from scientific knowledge.

In spite of a marvelous advance in science, for years many of our mills and factories continued blindly to work by rule of thumb.

The war marks a turning point; it has advertised the practical value of science to industry.

American manufacturers are learning that the scientific man is also a producer, and that money invested in him is well spent.

A great function of the Bureau of Standards is to tell How and Why.

When to Yankee pluck, push and ingenuity has been added the leverage of scientific knowledge there will be something doing of great benefit to the American people and through them to the world.

SECRETARY OF COMMERCE REDFIELD.

FOUNDED IN 1874.

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

NEW YORK, DEC. 26, 1918.

TO all and singular, a Prosperous and Happy New Year!

NEXT YEAR'S GLASSWARE PATTERNS.

WHILE few strictly new lines of glassware will be shown by the manufacturers next month, there will be no scarcity of desirable and attractive patterns available. The month of January is the time established by custom when combined and finished work of designer, mold maker and glass worker makes its debut to the trade and its reception at the hands of the buyer awaited with deep interest.

The action of the Government in the early fall stopped all work on new molds and prohibited the extension of the lines established except in so far as the requirements of the Government and export needs demanded. This accounts in part for the present scarcity of new lines; but as a matter of fact few manufacturers had the necessary help for producing molds for several months previous to that time. The mold-makers were encouraged to give their services in shops producing direct war materials, and only a sufficient number remained in the glass factories to maintain the established equipment.

In January, 1918, many new lines were brought out, but as the months went by and war activities increased it was realized that staples only and the special goods required by the Government were in demand. These productions of last January are just as good as new, and few of them have ever been presented to the ultimate user. Combined with the lines offered this year they will offer sufficient variety and quality to adequately fill all the needs of the market.

PERSONAL.

MANY people know that Harry Freese, who has been selling French china for Vogt & Dose for many years, is a poet. Also that he can recite poetry by the yard. Just now his favorite selection is one built on the lines of "It was the Night before Christmas," combining pathos and humor. It is too long for publication here; but if you can spare a little time, drop in and hear it. You will be interested, if not edified.

Ira A. Jones, the well-known Chicago manufacturers' agent, left for home last Thursday morning after a brief stay here on special business. He left with the intention of stopping off at Washington to see if he could procure further information regarding his son, Lieut. Eugene Jones, of the flying corps, who is indirectly reported to have been killed in an aerial combat. No confirmation of his death having been received from the Government up to the time he left New York, he still had hopes that it may have been a mistake.

H. Wallace Thomas, secretary of the Diamond Glassware Co., was in New York the latter half of last week consulting with the Horace C. Gray Co. relative to next year's business.

Charles P. Schuller, traveler for the H. C. Fry Glass Co., who has been resting up at his home here for the past two weeks, has started on a long Western trip, opening up in Philadelphia the day after Christmas.

Miss Lulu Tagg, E. W. Hammond's efficient office manager, who has been confined to her home for the past month with pneumonia, returned to business on Thursday.

In acccordance with their usual custom, E. L. Bates and Mrs. Bates are spending the Christmas week at the home of their daughter in Boston.

G. M. Lowman, former New York manager for the Pacific Importing Co., who has accepted a position with the George H. Bowman Co., Cleveland, O., as manager of the Japanese department, left for Seattle Christmas night. The concern will hereafter warehouse and ship their Japanese merchandise from the latter city,

which Mr. Lowman will make his headquarters. The Pacific Importing Co. have closed their New York showroom temporarily, but intend to establish another office here as soon as conditions in the importing business improve.

Sam. W. Burgstresser, buyer for the hotel department of Albert Pick & Co., Chicago, was here last week attending the Hotel Men's Exposition.

Some of the most interesting letters from the front, and which are really worth publishing in book form, are from the pen of Sergt. Harry W. Storck, brother of John V., associated with Alfred Gunthel in the representation of Val St. Lambert glassware. He was in the thick of the fighting right up to the last, and had been recommended for a commission when the armistice was signed. He is also wearing the Distinguished Service Medal, received for gallantry in battle at Verdun.

The friends of Harry Northwood, head of the H. Northwood Co., will regret to learn that his condition is not as favorable as might be wished. He has been seriously ill for many weeks past, and for a time seemed better, but only held the improvement for a short while. Charles J. Dela Croix, of Dela Croix & Wilcken, the company's New York agents, spent last week paying him a visit at Wheeling, W. Va.

A modest-looking little package arriving by mail on Monday proved to be a decidedly pleasant surprise for E. W. Hammond, being a very handsome gold watch as a Christmas present from the Knowles, Taylor & Knowles Co., whom he represents in New York. With beaming countenance "Eddie" remarked: "Good goods certainly come in small parcels."

Harry J. Bennett, salesmanager for the Crooksville (O.) China Co., will cover the Eastern territory, opening at the Pittsburgh exposition.

NO GERMAN GOODS THIS TRIP.

WORD has just come to Carl W. Stern, chairman of the customs committee of the American Importers' Association, that the steamer Nieuw Amsterdam, about to sail from Rotterdam, will not carry any merchandise of German and Austrian origin.

It will be remembered that on a previous trip this steamer brought over large consignments of toys, and the National Defence League and other associations protested to the State Department against the admission of this merchandise, on the ground that trading in articles of German manufacture, regardless of when the goods were purchased, should be discouraged.

Whether the decision not to bring forward more goods was reached by the Holland-America Line at Rotterdam independent of the advice of the State Department or at the suggestion of our own Government could not be learned.

KEEP ON SAVING!

UNDER the ruling of the Secretary of the Treasury, and with the hearty endorsement of all War Savings Directors, the various war savings organizations have been placed under the governors of the various Federal Reserve Banks for the year 1919. A vigorous savings campaign will be continued. Vernon Munroe, formerly the War Savings Director for New Jersey, will be in immediate charge of the campaign.

900-YEAR-OLD VASE DUG UP IN PERSIA.

OUT of the ruins of Rhages, former capital of Persia and birthplace of Haroun-Al-Rashid, the most famous of Caliphs, immortalized in the "Arabian Nights," comes the story of the Jar of Enon-Sherouan the Just. The itself, one of the most extraordinary specimens of ancient Persian ware that has come to the knowledge of the modern world, has reached New York, after a burial of close to nine centuries.

Not long after Omar Khayyam wrote the Rubaiyat an unknown Persian potter made a princely jar in honor of the Sultal Enon-Sherouan. The origin of the vase was shrouded in mystery, but it is supposed to have come into existence some time during the eleventh century. Old Persian pottery lore is responsible for the belief that it found favor in the Sultan's eyes and that it ranked high among his works of art.

In 1221 the Tartar hordes swooped down on the Persian capital and massacred 700,000 of its inhabitants. Rhages was wiped out by this invasion. It became scarcely more than a vast desert, where the burial mounds alone indicated the place where a rich city had been.

Through the many centuries that have followed there were whisperings handed down from potter to potter's son in Persia that the famed Jar of Enom-Sherouan the Just would some time reappear. One of its peculiar properties, so the stories went, was that of the indestructibility. But for the perseverance of a syndicate of Persian excavators the truth of the tales would never have been made known.

Mining for gold is one of the most seductive and costly of earthly gambles. But digging for buried works of art is not far behind. Men may know where an ancient city

lies buried, but they do not know what difficulties may be encountered in removing the covering of dirt and debris placed there by time. Vast fortunes have been sunk in works of excavation without a cent of return.

Some ten years ago a group of Persians, who believed there was still much in the way of art treasures to be found in their ancient capital, formed a syndicate to unearth the ruins of the palace of Enon-Sherouan. They had heard of this vase of the eleventh century, but they scarcely hoped that they would recover it.

The excavators were working in 1910 near the old tomb of Abd-el-Azim, when they came upon two fragments. They realized that they had found parts of some great ware, and they determined to obtain the rest of the vase if the centuries had spared it. A year of persistent but unrewarded labor passed by, and then another. What would the world give for the arms of Venus of Milo or the head of the Winged Victory of Samothrace? But the fortune of these searchers was better than that of those who found only the fragments of Greek Sculpture. In 1914 other large pieces were discovered, and, being fitted together with the parts found four years earlier, made the vase as it now stands. So skillfully were the parts put together that few would dream the vase had ever been broken. In all respects its original character remains, save for the wear of time upon the surface.

Here is a translation of a Persian description of the jar:

"The interior glaze of melting turquoise and sapphire blue helps to light the shadows of the jar's enchanted well, as if to hold prisoner some memory of the sun-bears so long buried with it in the earth. The outside is darker, being colored a deep sapphire blue. This flood of color, spreading richly over all the inequalities of the surface, has held its own, like the color of the sunlit sea itself.

"The decorations epitomize the forms of life upon the earth—man, the lower animals, the vegetable kingdom. And the rounded surface is divided, like the earth in our modern geographies, into five zones. About the top are seven seated musicians; next come the wild animals of the chase; armed horsemen encircle the center; the birds, curiously enough without any regard for their habitual place above our heads, inhabit here a lower realm, half hidden at times among the foliage; at the foot are conventional floral scrolls of classic design."

The Jar of Enon-Sherouan the Just was entirely brought to light in 1914 and was partially restored in Persia. From there it was taken to Paris, where the greater part of two years was spent in completing the work of restoration. So skillfully were the parts joined that few who see the vase would dream it had been broken.

In many features the jar is similar to another now in the Hermitage Collection; but that piece, like a plate in the Freer Collection, is finished in metallic lustre. This jar, after its form was defined and the design modeled in relief, was baked and the deep blue glaze was floated over and fired. Upon this the outlines were drawn in red, after which it was fired again. Finally, gold leaf was laid over the whole surface and baked on. In the final result the red lines showed through the gold and even the blue underneath exercised some influence upon the beauty of the combination. In the course of time much of the gold has worn off, producing a vibrant play of light on color.

POTTERS MEET IN NEW YORK JANUARY 7.

THE annual meeting of the United States Potters' Association will be held at the Hotel Astor, New York City, on January 7. It is expected that from seventy-five to ninety representatives will be present.

TO "THE GENTLEMAN FROM DENVER."

NEWARK, O., Dec. 18, 1918.

Editor CROCKERY AND GLASS JOURNAL.

In reply to the gentleman from Denver, who seems to insist that the manufacturers guarantee the prices of their ware to the dealer, in face of the fact that the wage conditions will not change until next September, nor has the glass manufacturer any guarantee on the prices of his materials, would state that we are reliably informed that the stocks in the hands of the dealers are very light, and the manufacturers are now operating only about sixty per cent of their capacity and will not be able to increase their output to any extent this year.

Further, we are advised that the window glass workers are asking thirty-five per cent increase in their wages, in face of the fact that everybody anticipated a decline in prices since peace has been declared. Does this look like a reduction in glass values?

Will you kindly ask this gentleman from Denver whether he guarantees prices to his customers? If not he is not consistent.

Our policy will be to maintain the present prices, which are based on the cost of operation and the curtailment of production, and no one who has the welfare of his organization at heart will recede from a position of this kind, because goods will be required, and the prices will be maintained if he will only have a little patience.

Yours very truly,

A. H. HEISEY.

CHRISTMAS REMEMBRANCES.

WE acknowledge the receipt of calendars from Palm Bros. and Roessler & Hasslacher, cards from Josiah Wedgwood & Son, A. H. Heisey & Co., J. Duncan Dithridge, H. C. Fry Glass Co. and Miss Marguerite Doctor, and a pair of pipes in a handsome case from Palm Bros.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The glass and pottery exposition here next month will be rather a routine proposition. With few exceptions, manufacturers will have only their established lines to display. The glass trade will not start to exhibit until late in the month. Indications are that the rush of buyers, if there be any rush this year, will not be noticeable until the last fortnight.

Efforts of the United States Bureau of Standards will be exerted on behalf of glass manufacturers to develop new ideas for the glass trade hereafter just as it did during the war. The establishment on a firm basis of new industries in the United States, such as optical glass and chemical porcelain, and the scientific remodeling of older industries, are some of the fruits of the Bureau during the past year. It is the intent of the Bureau to aid and promote in every way possible the interest of the glass trade.

Inasmuch as retail and jobbing houses have reached the inventory season, glass manufacturers do not anticipate very much improvement in orders until after these tasks have been finished. Some reports received in the district are to the effect that an active demand for glassware developed about ten days before Christmas, and as a result stocks were pretty well sold out.

Buyers visiting the glass market were Otto Goetz, Jr., New York; W. V. Newland, for Geo. Borgfeldt & Co., New York; C. R. C. Brown and C. P. Reddrop, of the Sunshine Cut Glass Co., Cleveland; Mr. Stage, of Stage & Kashins Cut Glass Co., Lawrenceville, Pa.

I. W. Steimer, who represents the United States Glass Co. at Boston, spent several days at headquarters here last week.

Cadet R. V. Voitle, who has been at Camp Ellington, Houston, Tex., an aviation field, has returned to his home at Jeannette, Pa. Before enlisting he was traveling the New England territory from the Boston office of the Pittsburgh Lamp, Brass and Glass Co. Now that he has received his discharge he will resume his former connection, but will likely be given another territory.

Suspension of operations took place at the plant of the Fostoria Glass Co., Moundsville, W. Va., last week. Resumption is expected January 6. A number of minor repairs are in progress.

Committees are now arranging for the annual dinner dance of the Western Glass and Pottery Association on the evening of January 20, in the English Room of the Ft. Pitt Hotel.

While a decline of one cent per pound has been announced on brass sheets and rods, this will have no effect at present in changing the selling lists of lamps, portables and other lighting fixtures having brass attachments.

George Daugherty, commercial manager of the United States Glass Co., has returned from a visit to several of the distant plants

The Railroad Administration has issued a notice calling attention to the necessity of careful packing, and in order to impress the fact upon packers and shippers large posters have been provided to be placed in packing departments.

Manufacturers of gas and electric portables report a very satisfactory business for the holiday season. Buyers went into the market rather early, in order that requirements would have timely delivery, and the early opening of these stocks helped to stimulate retail trade. A number of repeat orders have been received as a consequence.

Ensign Hugh J. Adams, of the aviation corps, a former salesman for the United States Glass Co., returned to his home here for the Christmas holidays.

He visited the offices of the "States" and received a warm welcome.

The Pittsburgh branch of Kinney & Levan will close Jan. 1. Practically all stocks here have been disposed of. W. W. Lang will make his home at Cambridge Springs, while his son, Frank H., will work his regular territory, making Pittsburgh his headquarters. The annual meeting of the salesmen of the organization will be held within the next few days at Cleveland, O., when trade conditions will be discussed with the heads of departments. The meeting is expected to exceed in interest that of a year ago.

The Duncan & Miller Glass Co., will have an exhibit of their samples of glassware at the Fort Pitt Hotel in January.

Bellaire, O. The Rodefer Glass Co. has taken out a yearly membership in the Red Cross for everyone in its employ. The concern has over 300 workers, and an official membership card has been issued to each one.

AT CHICAGO.

BUSINESS in the department stores has broken all records the past week, and on some items the stock has been completely wiped out. There is now no longer any question but that the large buyers of this city will be in the market for vast quantities of merchandise immediately after the first of the year.

* *

Regarding new merchandise, manufacturers' representatives here do not know what their factories are planning, but the majority are looking for at least a few new items. On account of the peculiar situation brought about by the sudden change from a war to a peace basis, it is expected that new items will be coming on the market all through the spring and well into next summer.

* *

Clarence A. Burley has been elected president of the Burley & Tyrrell Co., succeeding W. O. Coleman, deceased.

* *

Earl W. Newton, who has just returned from a trip to St. Louis, says that the holiday business there was beyond all expectations.

* *

Tom Reid, vice-president of the Guernsey Earthenware Co., is expected here soon after the first of the year.

* *

Joe Rosen, manager of the Central Cut Glass Co., says that the company has enough business to keep all frames going, and for the first time in months is able to get enough cutters.

* *

Dave Saunders, who is getting ready to leave for the Pittsburgh exposition, is something of a wizard on economical lines of manufacture. He is able to make popular prices on merchandise of exceedingly good quality, and this, he believes, is what the buyers who go to Pittsburgh are hoping to find.

Albert Pick, of Albert Pick & Co., is expecting to visit the potteries and glass factories in person soon after the first of the new year. He says that with the revival of hotel building the demand for hotel dinnerware will increase, taking the place of the demand for Government goods which has now come to an end.

* *

Oscar Eckland, of the Central Cut Glass Co., is being praised in the local papers for his activity in organizing southside business men in order to find jobs for returning soldiers.

* *

John Ling, buyer for Mandel Bros., declares that the demand for toys was never better than this year. His toy department was almost cleaned out of many items. His stock of domestic toys made a fine showing.

"A CENTURY OF GLASS MAKING."

THE above is the title of a very handsome gift book just issued by the Libbey Glass Co., containing a history of the concern. Being a presentation affair, the edition is limited to 100 copies, and, printed on heavy paper in large type with wide margins, is rich and dignified, as becomes the Libbey Glass Co. Illustrations show the old New England plant and the present Toledo factory, and there are good portraits of William L. Libbey, Deming Jarves, Thos. Leighton, James B. Barnes and Timothy Howe.

The chronological record of the concern runs as follows:

The New England Glass Co. was incorporated February 16, 1818, by Act of Massachusetts Senate and House of Representatives.

At that time the members of the company were already in possession of buildings and land which they had secured by purchase from the Boston Porcelain and Glass Mfg. Co. in the previous November. The latter was established in 1812, but, not being successful, had leased its properties to Messrs. Emmet, Fisher and Flowers, who surrendered their rights upon the formation of the New England Glass Co., Mr. Fisher becoming the first superintendent of the new organization.

The location of the plant was in what is now known as East Cambridge, a suburb of Boston. At the time the company was incorporated its plot of land was on what was called Craigie's Point, in the region which figured as Lechmere in the historic days of the American Revolution.

Named in the statute as incorporators were Deming Jarves, Edmund Monroe, Amos Binney, Daniel Hastings, "and their associates."

Mr. Jarves was, from all accounts, the leader in the venture, and he brought to the enterprise sound manufacturing principles, coupled with an exceptional endowment from an artistic standpoint, Although he left the company a few years later, in order to found another glass establishment at Sandwich, Mass., his early direction of affairs was of inestimable value to the young company, giving it an impetus that carried it not only to an early success, but to a true dominance of the industry. Mr. Jarves was the company's first agent, which would be translated as sales manager today, although in his case general manager would be a better term.

He was succeeded by Henry Whitney, Sr., who controlled the destinies of the institution until 1843.

Captain Joseph N. Howe succeeded to the position and retained it until 1865. It was during Captain Howe's reign that the New England Glass Co. perfected the pressing of glass—a process that completely revolutionized the industry and incidentally gave the concern extraordinary prestige by reason of its prominence in the development of the new art.

The fourth agent of the company was Henry Whitney, Jr., who held the office until 1870, when W. L. Libbey, the fifth and last, was appointed.

As the result of inroads made in the market for crown and flint glass by the lime product, the directors decided to withdraw from the active management of the company's properties, and they were leased to Mr. Libbey, who continued the business in all its branches.

In 1874 E. D. Libbey entered the office of his father, W. L. Libbey, beginning his commercial career in typical American fashion, at the bottom of the ladder.

He served through the various grades of clerkship until 1880, when he was made a partner, and the style of the concern became the New England Glass Works, W. L. Libbey & Son proprietors.

In 1883 W. L. Libbey died, and in 1888 E. D. Libbey removed virtually the entire personnel of the organization to Toledo, O.

Having withdrawn from active control of its plant, the New England Glass Co. decided in 1890 to surrender its charter, and this took place on September 18 of that year.

Shortly after the removal of the organization to its new home, changes in the title were made, as more in keeping with the changed conditions.

Under an Ohio charter a company was incorporated with the title, "The W. L. Libbey & Son Co., proprietors the New England Glass Works."

This rather cumbersome form was changed in 1892 to "The Libbey Glass Co.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Special Notice.

The Crockery Board of Trade of New York,
New York City, December 20, 1918.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, one trustee for term expiring January, 1920, one trustee for term expiring January, 1921, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 8, 1919, at 12:30 p.m.

By order of Trustees,
L. S. Owen, Secretary.

HELP WANTED.

SALESMAN WANTED—By a well-established hotel china manufactory, for the Middle West. State experience and salary expected. Address A 189, this office.

WANTED—Salesman wanted to sell 10c. and 15c. cut and etched tumblers on commission basis. Address A 192, this office.

BUSINESS OPPORTUNITIES.

WANTED—Agency for New York district on commission basis. Trade connections with hotels and restaurants, supply houses, department stores, etc. Many years' experience in the pottery, china and glass trade. Will secure business. Address A 190, this office.

FOR SALE.

TWO-KILN pottery, North Newark, N. J., one hour trucking distance from New York market. Fully equipped for the manufacture of general ware. Ready for immediate work. Plenty of help in the vicinity. Newly built a year ago. Best Crossley machinery. Has large decorating room, with two up-to-date decorating kilns. Plenty of ground for enlargement, 400 feet on Erie R. R. For further particulars address A 185, this office.

TO SUBLET.

FIFTH AVENUE BUILDING.—Very desirable small office about 510 square feet, especially adapted for showroom. Located in crockery and glass trade district. Lessees forced to vacate owing to association with other concern. If interested, communicate with the Oriental Commercial Co., Ltd., 2 Rector Street, New York.

NO ENGLISH CLAY FOR GERMANY.

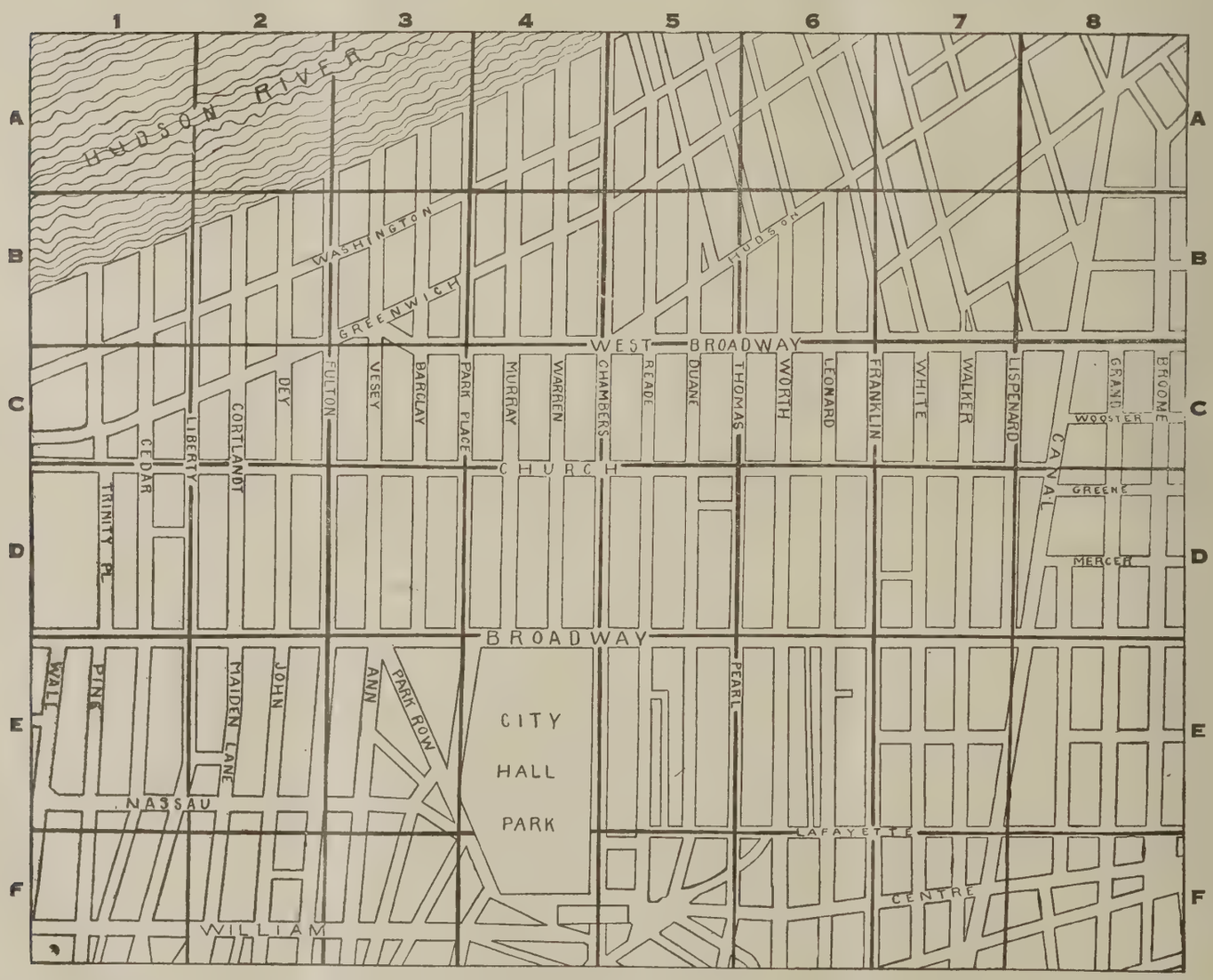
AT a meeting of the recently-formed Pottery Managers' and Officials' Association at Stoke-on-Trent, England, the subject of the exportation of English clays was considered, and a resolution was arrived at whereby the Government was to be requested to prohibit the exportation of English clays to enemy countries after the war. Before the war the exportation of these clays to Germany enabled the manufacturers there to enter upon sharp competition with the British manufacturers.

CONTRAST—NOT COMPARISON.

SAID a man prominent in the trade: "The contrast —mark you, the contrast—there is no comparison —between the Holiday Number of the CROCKERY AND GLASS JOURNAL and other trade publications is so marked that it is in a class by itself. It seems to me that it is larger and better this year than ever."

Said another: "I did not think you could equal your last year's issue. I suppose there is a 'top,' but evidently you did not reach it a year ago. What will you do next year?"

Locations of Firms in the Downtown District.



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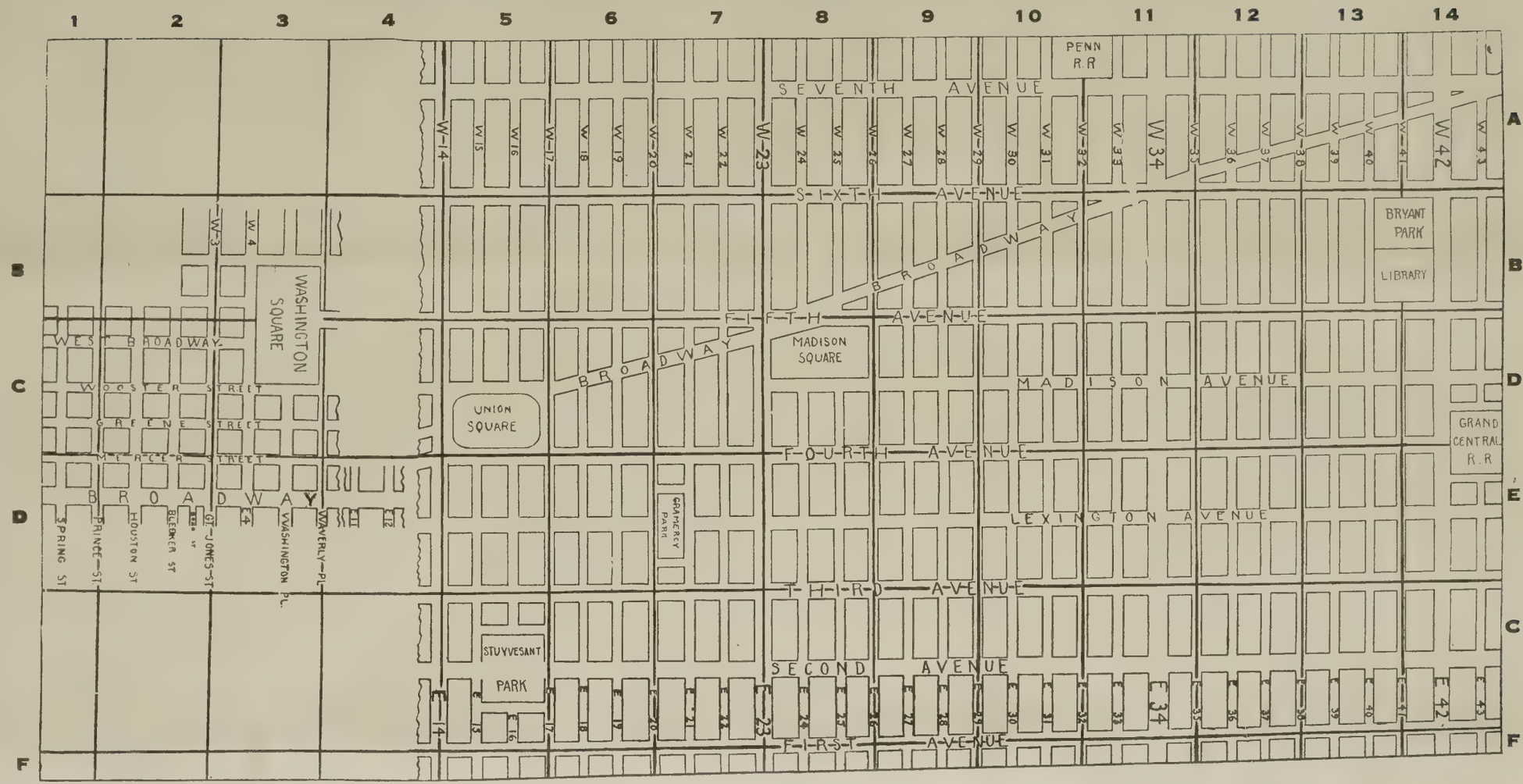

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Crockery and Glass Journal

Vol. 88. No. 26

Dec. 26, 1918

THE

Edwin M. Knowles China Co.

East Liverpool, Ohio.

VITREOUS
EDWIN M. KNOWLES
CHINA CO

Mayflower Shape.

Mt. Vernon (Fancy).

Cumberland (Plain).

Hotel Welt Edge.

L. BERNARDAUD & CO.,

LIMOGES,

Fine French China.

NEW SAMPLES RECEIVED FOR 1918.

Most salable designs. Will add strength to any dinnerware stock. Inspection invited

TWENTY PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.
WHITE CHINA FOR DECORATING.

L. BERNARDAUD & CO., 46 Murray Street, New York.

A. GREDELUE.

Glassware.
Toilet Ware
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

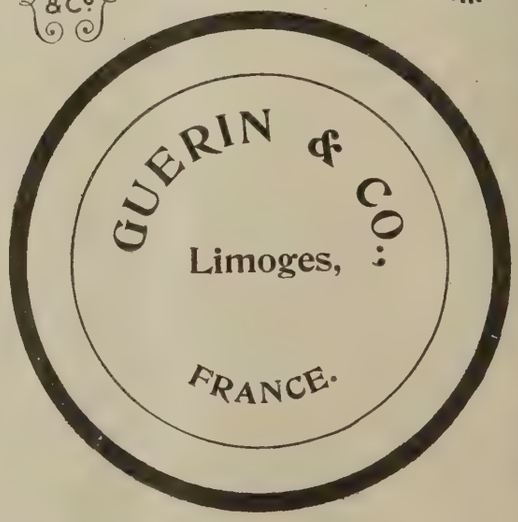
Baccarat, Ramberviliers, Bertrichamps.

129 Fifth Avenue, New York City.

Wm. Guerin & Co. J. Pouyat & Co.

43-47 West Twenty-third Street,

NEW YORK CITY.



WHITE AND DECORATED CHINA.

HOTEL WARE.

ESTABLISHED 1818.

Libbey Glass Company,

TOLEDO, OHIO,

Manufacturers of Glassware.

Cut and Engraved line has this trade-mark etched on every piece:

Libbey

TRADE MARK

LOOK FOR THE NAME.

IN STOCK.

IF you need Plates, Teas, Cake Plates, Comports, etc., to complete your stock, we have a varied assortment from which to make a selection.

We also have a good stock of Dinner Ware.

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

Corner of Twenty-ninth St.

SYRACUSE CHINA — Open Stock Dinnerware.

We have a complete stock of the following patterns and can make immediate shipment as long as the stock lasts:

A-24 Gold band with black hair line.
57507. Tudor Rose.
61401. Canterbury.
62703. Old Haarlem.
63801. Empire Wreath.
69201. Gardena.
69401. St. Albans.
70105. Melrose.
70505. Grecian Border.

These are all on Mayflower Shape.

Syracuse China has never been excelled for its combination of good looks and durability.

THE KINNEY & LEVAN CO.,

CLEVELAND, OHIO.

GLASSWARE

for all occasions and all purposes — blown, pressed, plain or decorated.

United States Glass Co.,

PITTSBURGH. PENNSYLVANIA.

ELPCO MADE IN USA CHINA ELPCO MADE IN USA CHINA ELPCO MADE IN USA CHINA ELPCO MADE IN USA CHINA

"Potters to the American People,"

EAST LIVERPOOL POTTERIES CO.,

EAST LIVERPOOL, O.

WITH the closing of 1918 we wish to thank our many patrons for favors bestowed on us, and hope to merit further ones in 1919. Our best wishes to you for a Prosperous and Happy New Year!

NEW YORK:
Edward A. Unger,
139 Fifth Ave.

CHICAGO:
Chas. D. McChesney,
180 N. Dearborn St.

NEW YORK REPRESENTATIVE:

E. W. Hammond, 10 West 23d St.

PACIFIC COAST REPRESENTATIVES:

Himmelstern Bros., San Francisco, Cal.

FACTORY AND GENERAL OFFICES:

EAST LIVERPOOL, OHIO.

780—9½-oz. L. B. Goblet, Optic. Etched 401.

Central Glass Works,

WHEELING, W. VA.,

MANUFACTURERS OF

Blown and Pressed Stemware and Tumblers, Jugs, Oils, Water Bottles and Decanters.

Our Deep Etched Designs are Superior to Rock Crystal.

NEW LINES ON DISPLAY FOR 1919 AT OUR BRANCH OFFICES:

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Thos. Downs, Jr., 610 Denckla Building, Philadelphia, Pa.
Geo. D. Dinkel, 157 Federal St., Boston, Mass.
Green & Thomas, 33 S. Charles St., Baltimore, Md.
E. S. Pease & Co., 700 Main St., Buffalo, N. Y.
Bersback, Maloney & Co., American House, Denver.
Himmelstern Bros., 718 Mission St., San Francisco
Thos. H. Butcher, Chicago and Middle West.

THE ELKS CLUB,

EAST LIVERPOOL, OHIO,

From Coast to Coast Known as

THE POTTERY BUYERS' HEADQUARTERS.

Reserve Your Sleeping Room Now.

SHOWER BATHS. HOME COMFORTS.

You're Welcome!

HOTEL WINDSOR,

WHEELING, W. VA.

Modern in Every Respect. Large Sample Rooms. Fireproof.

Situated in the heart of both the wholesale and retail districts. Convenient to railroads.

Traveling men for the crockery, glass and kindred trades will find every comfort.

ROOMS WITH BATH, $2 AND UPWARDS.

THE

Homer Laughlin China Co.

East Liverpool, Ohio. Newell, W. Va.

BUYERS

contemplating a visit to the 1919 Glass Exhibit in Pittsburgh are respectfully notified that the following manufacturers, who have heretofore displayed samples at the hotels, will be represented for TWO WEEKS ONLY:

Beaver Valley Glass Co., Rochester, Pa.
Bryce Bros. Co., Mt. Pleasant, Pa.
Cambridge Glass Co., Cambridge, Ohio.
Co-Operative Flint Glass Co., Beaver Falls, Pa.
Diamond Glass Co., Indiana, Pa.
Economy Tumbler Co., Morgantown, W. Va.
Fenton Art Glass Co., Williamstown, W. Va.
A. H. Heisey & Co., Newark, Ohio.
D. C. Jenkins Glass Co., Kokomo, Ind.
Lancaster Glass Co., Lancaster, Ohio.
McKee Glass Co., Jeannette, Pa.
H. Northwood Co., Wheeling, W. Va.
United States Glass Co., Pittsburgh, Pa.

Opening Date - - January 13th, 1919.
Closing Date - - - January 25th, 1919.

Haviland China

is stamped

Haviland France on white china

Haviland & Co Limoges on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Uptown Directory.

ARMOR BRONZE CO.,

Factory, Garwood, N. J.,

Manufacturers of Metalized Lamps, Lighting Fixtures, Art Objects, Book-Ends, etc.

Showrooms: 236 Fifth Avenue and 67-69 Irving Place.

THE FRENCH CHINA CO.,

Sebring, Ohio.

High-Grade Semi-Porcelain Dinnerware.

E. V. Weiss, Sales Manager. **874 BROADWAY.**

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35-37 WEST TWENTY-THIRD ST.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE., at 22d St.

BONITA ART CO.,

"The House of New Ideas."

Cameo Etchings and Coin Gold.

COX & LAFFERTY, Representatives, 1140 Broadway.

The Fifth Avenue Building,

A. J. FONDEVILLE & CO.

Successors to Fondeville & Van Iderstine,

Importers China, Glass and Earthenware,

9 and 11 EAST SIXTEENTH ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

141-147 FIFTH AVE.

John Nixon, Representative.

GUERNSEYWARE.

EARTHEN—Brown, White-Lined.
PORCELAIN—Ivory White, Brown Betty and Olive Green.
Cooking and Serving Dishes.

16 West Twenty-third Street.

FERDINAND BING & CO.'s

Successors,

Art Pottery, Bronzes, Marbles and Lamps,

67-69 IRVING PLACE, near 18th St.

H. BENEDIKT,

REPRESENTING:

Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co.
W. S. George Pottery Co.
Corona Cut Glass Co.
Wilson Mfg. Co.

Tel., Gramercy 5144 **7 WEST TWENTY-SECOND ST.**

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 49 West Twenty-third Street.

ECONOMY TUMBLER CO.,

Morgantown, W. Va.

Fine Blown Tumblers and Stemware.

2 WEST TWENTY-THIRD ST.

E. W. Hammond, Representative.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. **Fifth Avenue Building.**

REPRESENTING:

Diamond Glassware Co., Colored and Iridescent Glassware.

Fenton Art Glass Co., Glassware — cut, colored and plain.

Huntington Tumbler Co., Blown Glassware, plain, cut, enameled and etched.

Indiana Glass Co., Pressed Table Glassware and Lamps.

L. & N. Mfg. Co., Rich Light Cuttings.

Westmoreland Specialty Co., High Grade Table Glassware and Specialties.

New Martinsville Glass Mfg. Co., Pressed and Blown Glassware, Lamps, Stationers' Supplies, etc.

Sterling Glass Co., Fine Heavy Cut Glass.

Standard Pottery Co., White and Decorated Pottery.

Wellington Glass Co., Illuminating Glassware.

West End Pottery Co., Dinnerware and Specialties.

Modern Tuscany Art Co., Plastic Art Wares.

Haviland & Co

11 East 36th St.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

Uptown Directory—Continued.

The LANCASTER GLASS CO.,
LANCASTER, OHIO.

Pressed Ware, Lamps, Tumblers and Novelties.

FRED SKELTON, 200 FIFTH AVE.

Room 614. Tel., Gramercy 6612.

MORIMURA BROTHERS

Japanese Goods.

53-57 WEST TWENTY-THIRD ST.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

Telephone, Madison Square 6879.

McKenna Brothers Sales Corporation

Libbey Glass Co
Kelly & Steinman, Inc.
Our Gold Decorated Lines.
Special Value Lamp Lines.

McKenna Bros. Cut Glass Factory.
Camden City Cut Glass Co.
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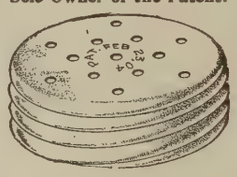

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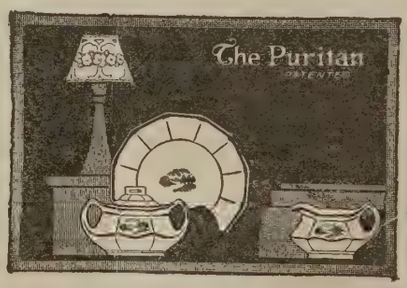

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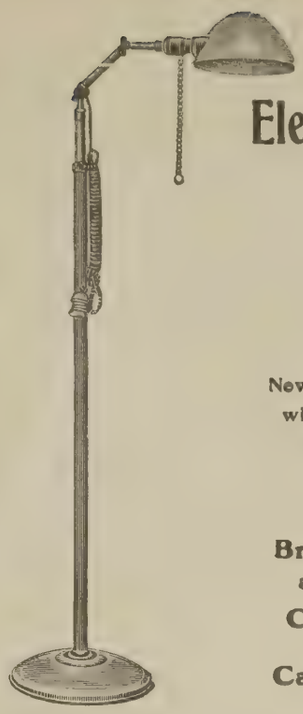

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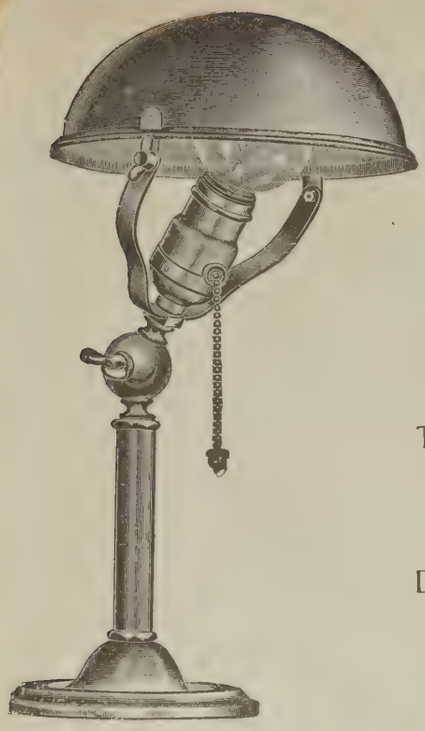

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